

from Moscow  
ibles in the  
Aid fund  
did not make clear  
done so by satellite  
An edited version  
on Soviet television  
Last week Dr. Gromyko, the Soviet Foreign Minister, had never heard of the aid fund. He claimed that the aid was given with a political motive attached whereas it was not.

**THE TIMES**  
1785-1985  
**Tomorrow**  
In the chair  
Times Profile of the Speaker, Bernard Weatherill  
Backing star wars  
Hard sell for the new hi-tech front line  
Life in pictures  
James Fenton reviews the biography of Cecil Beaton  
Fast lane  
Bowler Syd Lawrence plays for his England place

**Portfolio**  
There were two winners in yesterday's Times Portfolio competition. Mrs Barbara Doyle of Drutwich, Wexham, and Mr Peter Horner of Bury, Lancs, each received £1,000. Portfolio list, page 20. How to play, information service, back page.  
On Saturday, £22,000 can be won - £20,000 in the weekly competition and £2,000 in the daily.

**Sidon hit by Israeli warships**  
Four Israeli warships yesterday shelled the southern Lebanese port of Sidon, setting a Honduran-registered cargo ship on fire and attacking the positions of Muslim militiamen. Meanwhile, Israel was expected today to release 100 of the 450 Lebanese detainees it is holding, Beirut radio said.

**\$1.4147 pound**  
Sterling rose 2.55 cents to \$1.4147, bringing fresh hopes of a further reduction in base rates and pushing the sterling index up to 84.2.

**Wine check-up**  
All leading importers of Australian wine are to have their listed wines officially analysed in the wake of the "toxic doctoring" scandal.

**Gas profits fall**  
British Gas made profits of £651 million last year, down £200 million largely as a result of the strong dollar and fluctuations in oil prices.

**Selling Russia**  
A new Moscow propaganda offensive, led by a revamped Kremlin team, is reported to have been launched by Mr Mikhail Gorbachev.

**Docks go-ahead**  
The Government is going ahead with the introduction of private management into the royal dockyards at Devonport and Rosyth, in spite of strong criticisms of the plan.

**Fruit of victory**  
The 60-foot trimaran, Apricot, won the two-man Round Britain and Ireland yacht race, arriving back in Plymouth last night after a 17-day voyage.

**THE TIMES FOCUS**  
As the Post Office celebrates its 350th anniversary, a 10-page Special Bicentenary Report looks at the nation's postal services past and present.  
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# Thatcher attacks Labour 'humbug' on top pay report

**By Philip Webster, Political Reporter**

The Prime Minister yesterday launched a fierce attack on opposition leaders in the dispute over top people's pay, comparing their attitudes to the review body report published last week with that in 1978 when they were in government.

Cheered on noisily in the Commons by her backbenchers, Mrs Thatcher accused Mr Roy Hattersley, Labour's deputy leader, of cant and humbug and pointed out that while the report would lead to average increases of 12.2 per cent in the 1978 report, which he accepted, led to an increase of 35 per cent.

She was even more hostile towards Dr David Owen, the Social Democratic Party leader who served as Foreign Secretary in the same Labour government.

To ironic jeers from Labour and Conservative MPs, Dr Owen had said that the 1978 report had contributed to the sense of unfairness which led to the winter of discontent. "The trouble with the Prime Minister is that she cannot learn from anything that has ever been done by anyone else," he said.

Mrs Thatcher turned on Dr Owen and said "He fully supported this when he was Foreign Secretary in order to stay as Foreign Secretary and he now contemptuously disowns it when in opposition. He deserves to be treated with utter contempt."

Mr Hattersley, the whole of his party, Dr Owen and Mr David Steel, the Liberal leader, when he was engaged in the Lib-Lab pact, had backed the increase in 1978, she said. "They supported them because they were reasonable salaries for people in view of the onerous duties they had to carry out. They were necessary both to retain and recruit and motivate these people."

The exchanges, at question time, preceded the debate on the government order proposing an increase of £11,000 in the national salary of the Lord Chancellor, Lord Hailsham of St Marylebone, which many Conservative MPs were expected to use to voice their concern over the Government's decision to approve the top salary awards.

Mr Francis Pym, leader of the Conservative Party Centre Forward, the backbench dissident group, was among those planning to withhold support from the Government by abstaining.

But earlier Mrs Thatcher was able to rouse her backbenchers with a robust defence of the Government's decision.

She said that implementation of the review body report on nurses and midwives cost £314 million, on doctors and dentists £122 million, on the armed forces £205 million, whereas implementation of the top salaries report would cost £10 million. All the reports had been implemented and there was an understanding, accepted by successive governments, that recommendations would not be modified unless there were clear and compelling reasons to do so.

Mr Hattersley, deputising for Mr Neil Kinnock who is in Africa, had said that since the Government awarded pay increases of up to 46 per cent to safeguard the quality and morale of generals, judges and civil servants, why not an extra 1 per cent for the teachers which would have the same effect and help resolve the present dispute.

Lord Hailsham does not take the full Lord Chancellor's salary. At present he draws £31,480 - comprising £33,260, which is the salary for a Cabinet minister in the Lords and £6,720 for his Woolsack duties as Speaker of the Lords.

The Prime Minister receives £42,980 - the Cabinet minister's salary of £31,271 plus £11,709 parliamentary allowance. She is entitled to £33,600. When Mrs Thatcher became Prime Minister she took the then salary of £22,000. When the review body recommended an increase to £33,000 in July, 1979, she decided to forgo it. Since July, 1980, when the Cabinet minister's salary went up to £23,500.

## 12.2% for non-Whitehall chiefs

**By David Walker, Social Policy Correspondent**

The Government's decision to pay substantial pay rises to leading Civil Servants, generals and judges will have immediate knock-on effects for the salaries of several hundred non-Whitehall administrators ranging from the director of the Tate Gallery to the Ombudsman.

Beneficiaries of the increases, which will average 12.2 per cent include the director-general of the Forestry Commission, the head of the Equal Opportunities Commission, librarians, scientists and the chairman of the Sports Council.

In the next few months, groups of senior public sector officials who have established an informal link with civil service rates will probably be given substantial rises. Those include the chief executives of the New Town corporations, and the chairman and chief executives of the water authorities.

Local authority executives who compare themselves with Whitehall will press for more. Representatives of council chief executives are certain on Friday to reject their employers' offer of a 5 per cent increase for 1985-86, on the ground that the Top Salaries Review Body award should now be taken into account.

However the controller of the quango entrusted with monitoring central spending, the Audit Commission, has written to the Government refusing to accept extra money. Mr John Banham, additions to whose £60,000 salary are linked to increments paid a civil service permanent secretary, told Mr Patrick Jenkin Secretary of State for the Environment, that extra money at this time was inappropriate.

Most quango pay their officials on scales derived from the Civil Service but many are to have executives on the equivalent of the three grades reviewed by the top salaries body. These were: Grade 1: Permanent Secretary; Grade 2: Deputy Secretary; Grade 3: Under Secretary.

The Equal Opportunities Commission has three people on those grades: its chairman, deputy chairman, and chief executive, and likewise the Arts Council.

The United Kingdom Atomic Energy Authority, with a staff of 14,000, has 80 people who will benefit from last week's increase. A spokesman said yesterday that the exact amount of the award had not yet been worked out.

Staff at the House of Commons and the Lords will gain. The Sergeant at Arms, the House of Commons Librarian, the Clerk and nine other officials are in top grades and their pay will be adjusted automatically. The Clerk is equivalent to a permanent secretary, whose pay will rise to around £60,000 from its present £45,000 level.

The director of the Geological Museum is on Whitehall grade three - and so will receive a rise from £29,500 to £33,000. However, the director of the National Maritime Museum is on the grade 4 and will not. The chief executive of the British Library is grade two and his pay will rise from £36,500 to over £40,000.

At the latest count the Government runs about £700 quangos of which less than a hundred have any significant staff numbers.

## Motorway tragedy was an 'act of God'

No warning could have saved nine people killed in one of Britain's worst motorway pile-ups, a coroner said at an inquest at Reigate, Surrey.

Their deaths - in a blazing inferno on the M25 last December - were an "act of God" - caused by a totally unexpected and localized dense patch of fog, he said. They could have done nothing to have saved themselves.

One man braked as he ran into the fog, and then in just seven dreadful minutes a total of 26 cars and lorries crashed into each other bursting into flames and careering across all three lanes of the westbound carriageway.

In all there were 42 separate collisions along a 40-yard stretch on the Kent-Surrey border, the inquest was told.

For the first car, hitting the fog was almost like "being struck by lightning," the Surrey coroner Mr George McEwan, said.

"And as there is no such verdict as an act of God I therefore record that the deaths were accidental," he said.

"I can say there is no system of warning that can deal with a situation like this other than common sense and some degree of luck."

None of the drivers involved is to be prosecuted although the officer in charge of the investigation, Supt Nicholas Brent, said some were "not blameless".

While dismissing suggestions that police should have switched on hazard warning lights, the coroner suggested that bigger lights - as used on the M25 nearby - could "be of some help" in the future.

Inquest report, page 3

## Lloyd's accepts paintings as membership assets

**By Alison Eadie and Geraldine Norman**

Hard-pressed British state home owners, with impressive but expensive-to-maintain fine art collections, are being offered a way of making money from their treasures without selling them off.

A scheme devised by Sotheby's, the world's largest fine art auctioneers, and Hogg Robinson, a leading Lloyd's broker, with participation from Sun Alliance Insurance Group and Barclays Bank allows works of art to be used as a basis for writing insurance business or being a "name" at Lloyd's.

The names, who pledge their entire wealth as sleeping partners in the insurance

business, have to show a minimum of £100,000, usually a mixture of property and securities.

Hitherto, art treasures have only been a drain on their owners. The capital tied up in them earns no income, but they need to be insured and properly looked after. The rise in the value of art over the last two decades has made the state home collections immensely valuable, but their owners have had no way of realizing any money from them without dispersing their collections. Banks are even unwilling to lend against art.

Property has long been

created as a qualifying asset at Lloyd's, but it has one key difference from art. Works of art have no title deeds. Unless the lender takes possession of an art work, he cannot escape the danger that its owner has borrowed on it from several sources simultaneously.

This problem has been solved in the Sotheby's scheme by Sun Alliance. Sotheby's values guarantee the value of the art treasure, and Sun Alliance indemnifies Barclays Bank against ownership challenges. Barclays in turn provides the necessary guarantee of wealth to Lloyd's.

The guarantee will only be for 35 per cent of Sotheby's conservative valuation, allow-

ing a large margin of safety if the art market collapses.

The scheme costs 2 per cent a year of the sum guaranteed, against a usual 1 per cent for bank guarantees used by Lloyd's names. The 2 per cent, or minimum £750, will be split between Sotheby's, Hogg Robinson, Sun Alliance and Barclays.

Average insurance earnings of assets at Lloyd's are 5 1/2 per cent.

Lloyd's names who wish to use their family silver or favourite Gainsboroughs as part of their show of wealth will themselves have to be insured for at least the guaranteed sum to qualify for the Sotheby's scheme. Rates vary from 0.1

per cent for an obscure picture in a well guarded house to 0.8 per cent for silver in a house with no safe.

While the scheme is highly attractive in the good years at Lloyd's, there is a sharp sting in the tail in the bad years. Names have unlimited liability and if the insurance market turns sour state home owners up and down the country could find themselves having to sell treasured possessions.

If the worst happens and the guarantee has to be called, Sun Alliance will deliver the painting or porcelain to Sotheby's to sell. Sotheby's will give the 35 per cent guarantee in cash to Sun Alliance and the balance to the hapless ex-owner.

## Bailed prince flies out

**By Richard Evans, Lobby Reporter**

The wealthy Saudi prince who faces a serious drugs conspiracy charge is believed to have left Britain only hours after being granted £150,000 bail, it was revealed last night.

Prince Mashour Bin Saud Abdul Aziz, nephew of the King of Saudi Arabia, left Heathrow airport on Monday night using a duplicate passport, according to a senior government source.

Mr David Mellor, the Home Office minister leading the Government's crackdown against hard drugs, is said to have "hit the roof" yesterday when he was told of the prince's departure.

Lord Hailsham of St Marylebone, the Lord Chancellor, faces critical questions from ministerial colleagues and MPs as to why the prince was granted bail by Judge Harris in the High Court on Monday, in spite of the strongest police objections.

Prince Mashour, aged 31, was arrested by detectives at his home in Chelva Place, South Kensington, on July 11 and was remanded in custody by magistrates two days later.

But in a 15 minute appeal before Judge Harris on Monday he successfully gained bail, with his brother, Prince Walid, providing a £100,000 surety and a family friend, Mr Adrian Almandeer, providing £50,000.

He was ordered to live at his brother's home in Lowndes Place, Knightsbridge.

After reporting to Rochester Row police station on Monday.

Continued on back page, col 1

## Howe tells firms to help end apartheid

**By Henry Stanhope, Diplomatic Correspondent**

Sir Geoffrey Howe yesterday urged British companies in South Africa to play a bigger role by condemning repression and working for peaceful changes.

The Foreign Secretary demanded an early end to the state of emergency as one of a series of "bold steps" by Pretoria to enable a dialogue to begin with elected leaders of the black community.

Other suggestions included: the unconditional release of Mr Nelson Mandela and imprisoned black leaders; an end to forced removals; an end to detention without trial; the progressive abolition of discriminatory legislation like the pass laws; and a commitment to some form of common citizenship.

But Sir Geoffrey, in an important speech to the Royal Commonwealth Society, said Britain remained firmly opposed to economic sanctions.

The fundamental reforms needed had still not been taken in hand, he said, underlining the Government's abhorrence of apartheid and condemning recent incursions by "this regional superpower" against its weaker black African neighbours.

The changes which had taken place had been accompanied by "repression in its ugliest form".

Grassroot targets  
Apartheid blasphemy 7  
Mandela profile 10

Sir Geoffrey's junior minister, Mr Malcolm Rifkind, met leaders of the Anti-Apartheid Movement for an hour at the Foreign Office yesterday. The movement's spokesman described the encounter as stormy and even Foreign Office officials called it full and frank.

Mr Rifkind was said to have objected to criticism of the Government from the movement's president, Archbishop Desmond Tutu, who was in Pretoria to announce the withdrawal of its ambassador from Pretoria, impose mandatory sanctions and open diplomatic links with the banned African National Congress.

## Tutu threatens to leave if killings continue

**From Michael Hornsby, Johannesburg**

A total of 441 people have been detained without trial and about 60 arrested on criminal charges since a state of emergency was declared in 36 magisterial districts in South Africa at midnight last Saturday, police headquarters in Pretoria announced yesterday.

At least eight people have been killed over the same period in black townships in different parts of the country in continuing, but reduced, violence.

Meanwhile, Bishop Desmond Tutu, the Anglican Bishop of Johannesburg and an outspoken opponent of the Government, yesterday declared that he would leave the country if brutal killings of blacks by fellow blacks continued.

Speaking to a hushed crowd of 30,000 mourners at a funeral for unrest victims in the KwaNtsha township, which passed without incident, Bishop Tutu recalled the horrific killing

last Saturday of a young black woman suspected of being a police informer who was stoned, kicked and beaten to death and then set alight.

"If you do it again, I will find it difficult to speak up for liberation," Bishop Tutu said. "If you do it again, I am going to collect my family and leave the country."

The Archbishop of Canterbury, Dr Runcie, was represented at the funeral by the Bishop of Litchfield, the Rt Rev Keith Sutton, who said he had come to show solidarity with Bishop Tutu and his suffragan bishop, the Rt Rev Simon Nkomo, whose house was recently attacked by men in balaclava helmets widely believed to be police agents.

Transkei curfew: Transkei, a nominally independent tribal homeland for blacks set up by Pretoria in the Eastern Cape, has imposed an indefinite 10 pm to 5 am curfew.

## Lawson to face JMB lawsuit

**By Anthony Bevins and Robin Young**

Mr Nigel Lawson, Chancellor of the Exchequer, is to be sued for defamation by Arthur Young, McClelland Moores, auditors to Johnson Matthey Bankers at the time of the bank's £248 million collapse last September.

The Chancellor told the Commons on June 20 that Arthur Young were to be sued by the new board of JMB because of questions raised "about the role of the auditors" in the collapse.

The Bank of England said at the time: "The claim is likely to be substantial. Because of this proposed litigation, neither JMB nor the Bank is able to comment further on aspects of JMB's affairs which may have a bearing on the claim." The Bank yesterday announced that JMB had issued a writ against Arthur Young.

But Mr Andrew Darnell, an Arthur Young partner, said yesterday that the partnership had issued instructions for a libel writ to be issued against the Chancellor for remarks he had made on radio and television interviews on June 20.

He said that the Chancellor's broadcast remarks had gone "much further" than his remarks in the House and his statement added: "This matter has been raised with the Chancellor by letter, but no response has been received. The firm contends that such statements seriously compromise Arthur Young's position in any relevant proceedings."

There was no Whitehall comment on the pending action last night, but Opposition sources were clearly delighted by the prospect of "yet another banana skin for the Government."

Mr Brian Sadgemore, Labour MP for Hackney South and Shoreditch, who has raised a number of questions about JMB dealings in the wake of the Chancellor's statement last week that the City of London police had been called in to investigate the possibility of fraud, said last night that he had

Continued on back page, col 3

## Zola Budd runs into another row

**By Our Sports Staff**

There was another major row in British athletics last night when Edinburgh District Council flung an anti-apartheid banner across the electronic scoreboard at the Meadowbank Stadium to protest the presence of Zola Budd at next year's Commonwealth Games venue.

The banner was removed before the meeting, but Independent Television were still refusing to transmit the meeting on the grounds that two other banners transgressed their code which prohibits "political advertising."

Edinburgh District Council, Independent Television and the meeting organizers, the Scottish A.A.A., were still discussing the transmission half way through the event.

Miss Budd, the world cross-country champion, had arrived in Edinburgh accompanied by two South African officials, Janie Nomborg and Graham Boonzaier.

Commonwealth hurdle - Page 22

## Immigrant law to start on Bank holiday

The new immigration rules debated by MPs last night will come into force on Bank Holiday Monday, August 26, one of the busiest days at British ports and airports.

The date was being noted by Labour spokesmen as another example of government ineptitude, particularly since Mr Leon Brittan, the Home Secretary, who introduced the new immigration rules, is also responsible for fixing bank holidays.

Parliament, page 4

**THE FAMOUS GROUND**  
WEST SCOTCH WHISKY  
James Watson & Co. Ltd.  
Glasgow & London  
Produce of Scotland

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James Watson & Co. Ltd.  
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Produce of Scotland

**THE FAMOUS GROUND**  
WEST SCOTCH WHISKY  
James Watson & Co. Ltd.  
Glasgow & London  
Produce of Scotland



# Heseltine sets deadline for private control at the royal dockyards

By Rodney Cowton, Defence Correspondent

The Government is to go ahead with its plan to introduce private management into the royal dockyards at Devonport and Rosyth, despite strong reservations expressed by two House of Commons committees and opposition by the trade unions and local authorities.

Mr Michael Heseltine, Secretary of State for Defence in a statement in the Commons yesterday, said legislation was being introduced with the intention to bring commercial management before April 1987.

He intended to seek competitive tenders from "competent British companies to manage the dockyards". Interest has been shown by companies and consortia including Babcock and Wilcox, Balfour Beatty, Costain, Plessey, S.T.C., Trafalgar House and Weir group.

In a consultative document published in April, the Ministry of Defence put forward several options for reorganization in management of the dockyards, which carry out most of the Royal Navy's refits and maintenance work, and employ 20,000 people.

The Government made clear its preferred option was to retain ownership of the physical facilities but to lease them to commercial management, with

the workers ceasing to be Civil Servants.

Confirming that preference yesterday, Mr Heseltine said the scheme provided the right balance of opportunity for the dockyards and economy for the taxpayers. He emphasized that the introduction of commercial management was also the solution preferred by the Navy.

Only the most marginal changes seem likely to emerge from the three-month period of consultation which has been carried out on Mr Heseltine's proposals. One is that industry is believed to be pressing for longer contracts than the five year term that appeared to be originally envisaged, and that there may be a technical change in the way in which the transfers of the workforce from the public sector is accomplished.

The cost of setting up the new arrangements is put at £60 million, but that excludes the cost of funding the transfer of accumulated pension rights from a public to a private scheme.

As an interim measure to improve productivity before commercial management is introduced, the ministry is seeking to reduce the number of employees at Devonport by 2,000, and at Rosyth by 400.

Mr Heseltine acknowledged that this would cause difficulties, particularly at Devonport, and announced that he had set up a committee under the chairmanship of Mr John Lee, Under-Secretary of State for Defence Procurement, to seek to generate alternative employment in Devonport.

Recent reports by the Commons defence committee and the public accounts committee have questioned the validity, and the lack of adequate figures to support government estimates, that it could in the long run achieve savings of up to £33 million through introducing commercial management.

## Final voyage

HMS Forth, the last Royal Navy ship to have served in the Second World War, embarked on her final journey yesterday from Devonport Dockyard to a scrapyard at Rochester, Kent.

The 9,000 ton submarine depot ship built at a cost of £2 million was launched by Lady Rosenberry in 1938 in the Forth. Renamed HMS Defence in 1972, she remained in Devonport, supporting nuclear submarines and Leander-class frigates until being taken out of commission in 1978.

Parliament, page 4

# Tourists flee as dollar slides



American tourists are drifting away from London as the dollar continues to fall.

Margaret and Colin Locke, sightseeing around London on a break from their San Antonio ranch in Texas, were not happy about the dollar slide yesterday after arranging for \$1,000 to be sent from America to London.

Knowing that their money was worth 10 per cent less than in January, Mrs Locke said that she would not be spending as much money in London. She said: "We certainly didn't expect to lose money like this. I knew the dollar was going down before we left the States a week ago. If it continues to slide we'll be moving on."

More than two million American tourists will visit Britain on a daily budget of £40 to £45 including accommodation. London swallows up most of that budget, forcing many Americans to spend a shorter holiday in the capital.

For Mark Beach and David Moss, tourists from Los Angeles, yesterday's further dollar fall was bad news for their plans for a camping holiday in England. Mr Beach, a racing car engineer, said he had lost up to 2 per cent when he changed \$240 into sterling yesterday.

"I took a dive, any dollar dip is going to seriously affect our two-week camping holiday. So we're heading for the north-east coast as fast as we can," he said.

The pound showed a big surge against the dollar on the foreign exchange markets in London yesterday morning, rising almost three cents.

It climbed from its overnight level of \$1.3892 to \$1.4180, passing \$1.42 at one stage. The



Colin and Margaret Locke (top) from Texas, and Mark Beach and David Moss, from Los Angeles, on holiday in London yesterday. (Photographs: Jonathan Player)

dollar's slide began in New York on Monday night and continued in the Far East.

American Express in London said that American tourists were losing about 10 per cent in the downturn since January. At the start of the year \$100 dollars bought around £95 but now \$100 was worth only about £70.

The British Tourist Authority said that most of the two million American tourists coming to Britain this year would be on package holidays, which were the cheapest arrangement for them.

Pound's rise, page 17

Exchange rates, back page

## AUEW faces galvanized opposition

# Ballot money inquiry starts

By Barrie Clement, Labour Reporter

The general council of the TUC will today initiate a crucial disciplinary inquiry into the actions of the Amalgamated Union of Engineering Workers which has defied policy by accepting government money for ballots.

The process is laborious and time-consuming, but an increasing number of activists at the top of the movement believe it will be completed before the end of congress in September and that a final decision on the expulsion of the union will be ready by delegates at the conference.

Recent reports that the engineers, together with the electricians, who have applied for cash but not yet received it, could be identified with an "alternative TUC" if they were expelled, has galvanized opinion against them.

A statement issued by the executive of the AUEW yesterday dismissing itself from such moves, may not be sufficient to lower the temperature.

And antagonism will be further enhanced tomorrow if the Electrical, Electronic, Telecommunication and Plumbing Union decides to accept a proposal for a single union no-strike deal at the new national newspaper planned by Mr Eddy Shah. Traditional print unions will not take kindly to being shut out.

One normally sceptical source at the top of the movement yesterday gave a warning that any natural inclination on the part of senior trade union leaders to see the disciplinary process sink into bureaucratic mud, had now been swept away. "People feel that the electricians and the engineers are taking the mickey out of the TUC and they are very angry."

Union leaders feel that the AUEW in particular would have a lot to lose if it was removed from the protection of the TUC's Bridlington accord which forbids an affiliate to poach members from another.

# Senior detective sues newspaper for libel

A senior police officer claimed libel damages in the High Court yesterday over allegations linking him with a £3 million silver bullion robbery which, he said, portrayed him as "highly corrupt".

Det Supt William Peters aged 42, of Hammonds Road, Chesham, Hertfordshire, is suing *The Observer* newspaper and two reporters, David Leigh and Paul Lashmar, about an article published in July 1982 which, he claims, accused him

of accepting bribes and tipping off criminals. The article alleged that a senior police officer had accepted a bribe to get bail for a member of a gang, convicted of the robbery at Tilbury docks in March 1980, and then tipped him off that he had been "grassed" in relation to another robbery knowing that he would abscond.

Det Supt Peters, was said to have been the officer handling the bail application. The hearing continues today.

# Sale of 'fake' cabinet cancelled

By Geraldine Norman, Sale Room Correspondent

Christie's have cancelled the sale of an Aesthetic Movement cabinet and taken it back after it was branded a fake by Mr Michael Whiteway the leading dealer. The cabinet was included in last Thursday's important sale of "decorative arts from 1850 to the present day". It was catalogued as a fine William Watt ebonized cabinet designed by E. W. Godwin, and estimated to fetch £10,000 to £15,000.

Edward Godwin, the architect, was one of the pioneers of design in the second half of the nineteenth century, adapting Japanese styles into almost abstract geometric forms. William Watt was his manufacturer and made Godwin's designs generally available

with his 1877 catalogue of *Art Furniture*. Several leading museums are searching for a Godwin piece and, if genuine, the cabinet should have been worth about £50,000 or £60,000.

As the specialist dealers did not believe Christie's cataloguing, there was little bidding at the sale and a private collector, Mr Miles Ponsonby, of Anchor Finance, found that he had bought it for only £5,400. As Mr Whiteway walked out of the sale room he told Mr Ponsonby that he had bought a fake.

Mr Ponsonby would not comment on the transaction yesterday except to say that he had not bought the cabinet. Mr Ian Klein, who runs Christie's decorative arts department,

explained that Mr Ponsonby had come back and said that he was worried.

"I did my own researches and cataloguing," Mr Klein said. "In the light of opinion, I didn't feel I could substantiate it, so I cancelled the sale."

Suspicious features of the cabinet, according to experts, are its appearance of having been recently ebonized and the fact that the locks and plates have been changed and do not fit.

The most popular suggestion about the cabinet's origin is that it was made in India in the nineteenth century, but where it comes from remains a mystery.

Christie's would only say yesterday that it came from a private source. Sale room, page 14

# Heseltine attacked on moves to aid Star Wars

By Rodney Cowton, Defence Correspondent

Mr Michael Heseltine, Secretary of State for Defence, returning yesterday from meetings in Washington to clarify the basis of possible British involvement in the American Star Wars research programme ran into criticism from the Labour Party.

Mr Denis Davies, Labour spokesman on defence, said that Britain would be further robbed of her independence in defence and foreign policy by joining the Star Wars project. Labour was "totally opposed" to the Government's proposals outlined by Mr Heseltine.

Mr Davies said Star Wars would lead to another arms race, this time in the heavens. The profound moral and military dilemmas created by nuclear weapons could be solved only by political action and not by a technological fix.

In Washington, Mr Heseltine had said Britain had a "profound contribution" to make to the research programme, but the Strategic Defence Initiative partnership would have to reflect the substantial contributions which British firms had already made in the field.

Mr Heseltine said he was seeking a partnership, and did not see Europe only as a subcontractor. He emphasized that there would have to be a pooling of information, and the process of exchange was under discussion. He denied there were any particularly sensitive matters concerning the exchange of technology.

The United States embassy in London has been in touch with British university departments which may be able to contribute to the Strategic Defence Initiative (Our Science Editor writes).

The Americans are interested in research into non-linear optics, volume holography and intelligent computer systems. The first of these applies to the development of special mirrors, which would be needed on space platforms.

Different methods are needed to deflect X-ray and particle beams thousands of miles from one side of the earth to the other.

There is special expertise in Britain in non-linear optics into which the process of manipulating high energy beams falls. But it is in the realm of knowledge-based computing systems that British scientists have made great strides, devising machines capable of making simple decisions.

# Brittan irate at stalling of deal on police pay

By Peter Evans, Home Affairs Correspondent

Police pay talks broke down yesterday when local authority representatives said they could not agree to a 7.5 per cent rise for 140,000 rank and file officers without a government reassurance on grant aid to pay for it.

Mr Leon Brittan, Home Secretary, accused Labour and Alliance councillors on the police negotiating board of "a cynical piece of political opportunism".

Police leaders were angry last night. Mr Peter Tanner, secretary of the Police Federation of England and Wales, said: "It is obvious that the police are being used as pawns in a political battle over rate-capping. We do not believe that the official side (local authority representatives) is meeting its responsibilities under the law and we will ask for immediate action from the Home Secretary."

A 24-year-old constable with four years' service gets £3,928 a year at present. A chief inspector four years in the rank receives £15,513 in the provinces and £16,176 in London. In addition London officers receive pensionable London weighting of £801 and a non-pensionable London allowance of £1,011 a year.

All police officers receive either free accommodation or a rent allowance in lieu.

All sides on the police negotiating board appear to agree that 7.5 per cent is a fair rise for officers up to and including chief inspectors.

But the representatives from the Association of Metropolitan Authorities and the Association of County Councils say they will not honour it until the Government promises sufficient rate support grant for 1986-87.

Mr Brittan said: "This is a transparent political manoeuvre to delay a settlement on police pay. There is no dispute about the appropriate amount."

The Government has given them (local authority representatives) assurances about cash in the current year, as it has done in all recent years. What I obviously cannot give them are open-ended assurances for future years, before the rate support grant for 1986-87 has even been settled. But they know perfectly well that in each of the last four years, in practice, the effects of the police pay settlements were fully reflected in the rate support grant for the following year.

# Charges review as pit trials fail

Charges of riot and unlawful assembly against nearly 140 miners' pickets are under review after the failure to gain a single conviction in three mass trials arising from the pit dispute.

The cases followed some of the most violent incidents on the picket lines but there are now doubts whether they will proceed.

Among the charges now being reviewed are those against 102 men arrested on two separate days of confrontation between the police and mass pickets at the Orgreave coking plant, south Yorkshire, in June last year.

The other charges were brought as a result of incidents at three other Yorkshire collieries.

A total of 40 riot charges at Orgreave remain outstanding after the acquittal last week of 15 pickets when the prosecution at Sheffield Crown Court

dropped its case on the four-yr trial day.

During the Orgreave trial defence lawyers accused police of lying and of organizing "the worst example of a mass frame up in this country this century."

On Monday eight Rostington miners walked free after the prosecution decided not to proceed with cases of unlawful assembly after they had pleaded not guilty. The charges were left on file.

A spokesman for the Attorney General, Sir Michael Havers, QC said yesterday that he would be asking for a report from the prosecuting authorities once all the cases had been dealt with.

● Mine workers' leaders in south Derbyshire decided yesterday to ballot their members on the same day as a crucial vote in Nottinghamshire on the planned merger of the two moderate areas into a new, rebel pitmen's federation.

Britain raises quality of drinking water

The Government yesterday announced more stringent standards for the quality of drinking water in compliance with an EEC directive, and claimed to have taken the lead in its positive response to the EEC's call for a water purification programme.

Mr William Waldegrave, Under-Secretary of State at the Department of the Environment, said Britain's water supply was at least as good as the best in Europe.

Nine-tenths of the country's water supplies complied with all 62 parameters set in the EEC directive. Although derogations had to be sought for more than 200 supplies which exceeded pollution standards set in the directive, the Government was "absolutely confident" that all were well within all known safety limits.

Verdict deferred

Judgement was reserved yesterday in the High Court test case challenge to bed and breakfast regulations which affect the jobs of 100,000 people.

An unemployed shop assistant, Mr Simon Cotton, aged 22, claims that Mr Norman Fowler, Secretary of State for Social Services, acted unlawfully and unreasonably in introducing new regulations which mean those claiming board and lodging payments must move on after four weeks or lose their money.

Search for anglers fails

The search for four Tyne and Wear anglers, missing after setting off for all-night dinghy trip on Saturday, was called off yesterday. A coastguard spokesman in Newcastle said it was "foolish" of them to go to sea in a 7 ft 9 in boat. Those missing are Edward McCarthy, Paul White and Ian Drummond, all aged 15, and Malcolm Sprout, aged 29, all from the same street in Oxclose, Washington. The body of a fifth member of the party, Peter Robertson, aged 43, also of Oxclose, was recovered from the sea on Monday.

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## Fog warning signs would not have averted M25 pile-up, coroner says

Warning signs are unlikely to have prevented the M25 pile-up in thick fog in which nine people died last December, the coroner at the inquest into their deaths said yesterday.

Mr George McEwen in his summing up said: "Some say the police should have given better warning. I am very doubtful of people taking notice of warning signs."

"I can see no system of warning that could deal with an accident like this, other than common sense, a certain amount of good luck, and adhering to the highway code." Arguments putting the blame on the failure of warning lights were misguided, he said. "Although the nearest warning lights were 130 yards away, and they were not working, I feel it would have made little difference. Motorists tend to get complacent with too many fog warning lights," he said.

Recording verdicts of accidental death on the nine, the coroner said the crash was caused by "exceptionally thick fog totally obscuring patch of fog".

The crash, which involved 26 vehicles, was almost like "being struck by lightning and as there is no such verdict as act of God, I therefore record that the deaths were accidental", he said.

The coroner agreed with PC Ian King, Surrey accident investigation officer, that thick fog caused the accident. PC King said one driver described it as "like having a bucket of

white wash thrown over their windshield".

However, the court at Reigate, Surrey, was told that Surrey police had received no warning of fog on the M25 that morning. The London Weather Centre recorded "no weather warning" on the M25 at 3.30am on December 11, just half an hour before the nine people were killed in the pile-up.

Of the 26 vehicles nine were heavy lorries, two medium-size goods vehicles, three light goods vehicles, and 12 cars. Thirty-one people were in the vehicles. Nine died, trapped in the blazing wreckage. Three people were seriously hurt, 10 had slight injuries and nine escaped unhurt.

Supt Nicholas Brent, the police officer in charge of the accident investigation, said that as the cars and lorries piled into each other, diesel fuel and petrol spilled out and caught alight, engulfing the vehicles in a massive ball of fire.

Dr Stephen Corder, a pathologist, carried out eight of the post-mortem examinations and said that all the bodies had suffered massive charring and all had been burnt alive during the horrific fire. Most had to be identified from dental records or personal belongings.

Seven of the victims died of incineration and inhalation of fire fumes but one man died from multiple injuries caused during the accident, before the fire broke out. Dr Corder said that Mr Victor Bentley, of

Roberts Road, Snodland, Kent, was possibly alive when the fire broke out.

The body of another victim Mr Michael George, aged 36, of Bushey Grove, Kingswood, Maidstone, Kent, was almost completely destroyed and the pathologist said the cause of his death was unascertainable.

Dr Martin Hill, also a pathologist, who carried out a post-mortem examination of Steven Bean, aged 30, of Watercress Farm, Ashford, Kent, said that he had died from multiple injuries.

Police witnesses said that at the time of the accident there was no off-street lighting and no amber warning lights operating at the scene on the westbound lane of the M25 near Limsfield on the Surrey-Kent border.

Miss Sara Copage, a student nurse, told the coroner that she was travelling at 50 mph behind a large car transporter when she hit "a dense blanket of fog".

"I slowed down to 30 mph and lost sight of the rear lights in front. I could only just pick out the road," Miss Copage, of Maidstone, said. "Something collided with the rear of my car and drove me on to the hard shoulder but I could not see what had hit me."

Mr Roy Chambers, from Southend-on-Sea, whose passenger, Mr William McRae, was killed in the crash, told how his pick-up van was shunted again and again from the rear, leaving his passenger trapped.

"There were several of us who tried to free him by towing the van away from the lorry," Mr Chambers said. "But the lorry caught fire. Someone threw a blanket over him, and I ran off for a fire extinguisher, but the heat was so intense there was nothing I could do."

The accident took approximately six minutes, and others talked of how the pile-up continued, as they tried to get help, and warn on-coming cars of the danger. Mr Brian Ellis, the driver of a Ford transit van, described how he ran shouting and waving his arms back down the motorway after he hit a lorry broadside in the centre lane of the motorway. "But all I could hear were crashing sounds and shouts all around me."

He went on: "I got a piece of rope out and attached it to my car and tried to pull the van away from the side of a lorry which was on fire, in an attempt to free it. I couldn't pull the van away and people were trying to free the van, but the heat was so intense that we were all forced to leave and the flames and smoke engulfed the van."

Heid Jane Neale, aged 14, was ordered to be detained indefinitely for stabbing a teenage boy to death with a kitchen knife. Neale was cleared of murder, but found guilty of manslaughter due to diminished responsibility. She had admitted killing Stuart Langley, aged 16, while kissing him behind the Methodist chapel near their homes at Hankelow, Nantwich, in Cheshire, last December.

Psychiatrists giving evidence at the two-day trial at Mole Crown Court, in North Wales, put forward different opinions about her state of mind. Neale was said to have been under psychiatric care since the age of 12.

Dr Dau Kothari, a consultant psychiatrist and a witness for the defence, told the court: "I am of the opinion that she is a grossly immature, inadequate, impulsive, unpredictable, and egotistic person, who has a persistent behaviour disorder."

He said Neale may have suffered brain damage during her difficult birth. There was also a possible genetic factor.

Dr Kothari said that during his interviews with Neale she spoke about voices in her head. She claimed to have heard those voices just before she stabbed the boy.

Dr Kothari said the voices had told her "Kill him. This will be the end of him. You will be happy for it".

Another psychiatrist and a prosecution witness, Dr Susan Bailey, said she did not consider that Neale had an abnormality of mind. She said: "I do not believe that their was such abnormality of mind that it would impair the responsibility for her action."

The judge, Mr Justice Michael Davies, told Neale she would have to be under "proper care and control" for possibly a lengthy period.

Later her mother, Mrs Jean Neale, said: "I am pleased and relieved at the verdict and at the way things have turned out. We appreciate everything that has been done for Jane."



● A reconstruction of the multiple pile-up was made by PC King on the basis of statements given by drivers, damage to the 26 cars involved, and their position on the motorway after impact.

The first vehicle involved was a yellow Ford Escort driven by Miss Sara Copage, a student nurse, which was travelling in the nearside lane of the westbound carriageway at about 30 mph when it was hit from behind by a Ford Transit van. (No 14 in diagram).

The pile-up that followed involved the 26 cars in 42 collisions.

PC King said that the initial reaction of most motorists when confronted by fog was to slow down. He believed that the first drivers had slowed down and vehicles travelling behind had not realized that.

He added: "It could be argued that drivers were travelling too fast but it appeared that the fog just rolled across the motorway."

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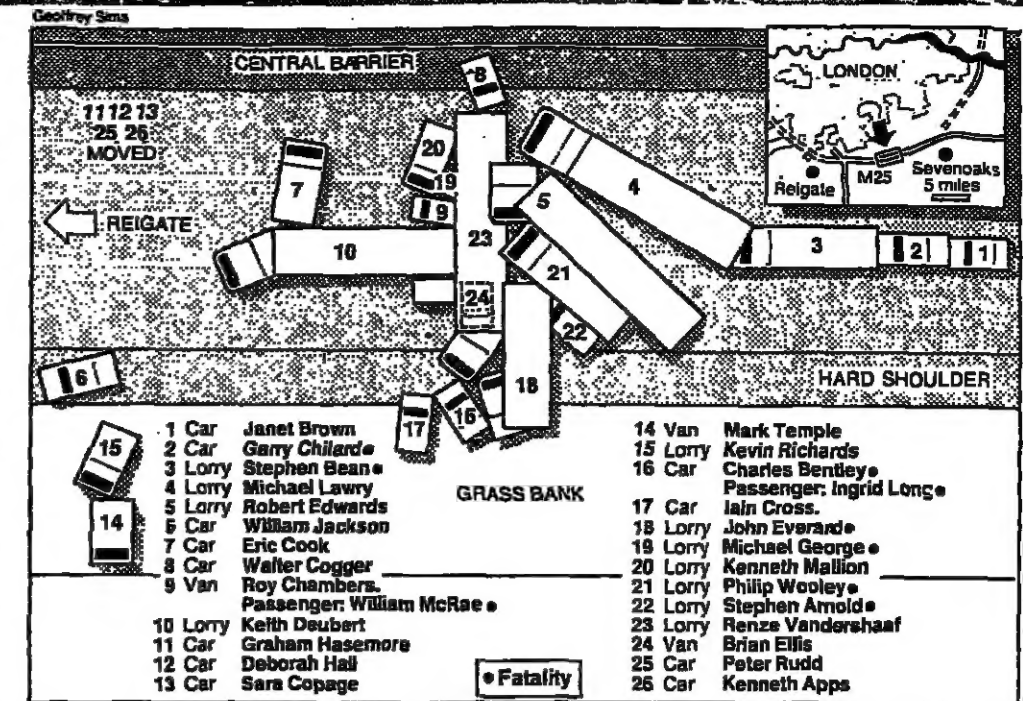
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● Fatality

## Legal battle over drug addict baby

Berkshire County Council is attempting to set a legal precedent by contending that a girl who was born a drug addict was ill-treated before her birth.

Mr Ian Robertson, for the council, told Reading Juvenile Court yesterday that the girl was born five weeks premature in March and a few days later was diagnosed as suffering from heroin and methadone withdrawal symptoms.

He said the mother, aged 29, and the man she was living with, who live in Reading, both have a history of drug addiction and it was possible their daughter will be handicapped.

An interim care order was made in May, and Mr Robertson said the council was seeking a full order on the grounds that the child's health or development was being "impaired or neglected or she was being ill-treated".

Mr Robertson said the issues involved were child care and the use of hard drugs. But it was not the council's intention to punish the parents.

The case continues.

## Fixed-price holidays promised

By Derek Harris, Commercial Editor

Thomson Holidays, Britain's biggest tour company, yesterday promised no currency or fuel surcharge on its holidays during the coming winter and next summer. The move is an escalation of the package holiday price war and is the first time a big operator has given a 12-month undertaking on absorbing the effects of currency or fuel cost changes.

Lower holiday prices next summer, particularly in Spain, are also being forecast.

Within hours of the Thomson announcement, the second largest tour operator, Intasun, matched the promise on winter holidays and said it was "considering" the position for next summer. Mr Harry Goodman, the Intasun group chairman, said: "This is a non-eventually, rather like guaranteeing sand in the desert, bearing in mind the currency exchange rate situation."

The strength of sterling has already generally brought surcharges, which were often running at 10 per cent earlier this year, down to 1 per cent or less for this summer's high season departures.

The Thomson promise heightens the chances that key operators will match the no-surge guarantee for next summer too.

Since March sterling has strengthened by nearly one-third against the US dollar, the currency in which aviation fuel is bought and sold.

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## Father kind and caring to baby, court told

The father of Tyra Henry was "kind and caring" to her, the dead girl's mother told the Central Criminal Court yesterday.

Miss Claudette Henry said Andrew Neil, who is accused of murdering the child who was aged 21 months, played with her and petted her when she cried.

"He was very kind and caring to her. He used to play doggie with her, crawling on all fours across the floor with her on his back," she told the jury.

The child died in hospital last September from massive brain injuries which could have been caused by being thrown across a room into a wall, the court has been told. She was covered in bruises and had 57 human bite marks on her body.

Mr Neil, aged 20, of Bonham Road, Brighton, has admitted biting her, but denies murder.

The court was also told the child was in the care of Lambeth Social Services Department when she died.

In a statement read to the jury, Mr Charles Doherty, area social services co-ordinator for the council's Brixton district, said the child's mother was being supervised by a social worker and shortly after the baby was born in November 1982 an interim care order in respect of the child was made.

Mr Doherty said a full care order was made in April 1983 and it was agreed that the baby should be supervised by a social worker. She was placed in the joint control of her mother and grandmother, Mrs Beatrice Henry.

Mrs Henry, a widowed mother of four children, said in a statement that in August last year when her electricity was cut off because of an unpaid bill, her daughter suggested the baby should move in with her and Mr Neil. "I did not tell the social services that Tyra was with Claudette and not living with me," she added.

The trial continues today.

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## Driver's effort to save man trapped in van

Mr Peter Rudd, a service engineer from Maidstone, Kent, told the coroner how he was driving his Ford Sierra car along the motorway when he hit the blanket of fog.

He said: "I braked abruptly and came to a stop in the centre lane. I put my hazard lights on and I recognized there had been an accident and knew I had to get out of the car. I heard an extremely loud crash which I took to be the sound of vehicles crashing."

He jumped over the crash barrier, but decided to go back and try to help motorists. He was approached by a man who told him his passenger was trapped inside a van.

"I climbed into the driver's cab and spoke to the man. I saw his leg was trapped and

attempted to release it but without success. He wasn't injured in any other way and I thought I would leave him for the emergency services," he said.

Mr Rudd told the inquest that fire had not broken out at that stage. Suddenly he heard a loud bang and saw flames approaching.

He went on: "I got a piece of rope out and attached it to my car and tried to pull the van away from the side of a lorry which was on fire, in an attempt to free it. I couldn't pull the van away and people were trying to free the van, but the heat was so intense that we were all forced to leave and the flames and smoke engulfed the van."

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## High street shops face extinction

British high street shops are seriously threatened with extinction, the chairman of the National Consumer Council, Mr Michael Montague, said yesterday.

Mr Montague, introducing his organization's annual report, said he found it worrying that big retail companies plans for the 1990s concentrated on the need for size and the development of out-of-town superstores.

Mr Montague claimed that in Didcot, in Oxfordshire, one third of the high street shops were already empty.

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## Indefinite detention for girl in stabbing

Heidi Jane Neale, aged 14, was ordered to be detained indefinitely for stabbing a teenage boy to death with a kitchen knife. Neale was cleared of murder, but found guilty of manslaughter due to diminished responsibility. She had admitted killing Stuart Langley, aged 16, while kissing him behind the Methodist chapel near their homes at Hankelow, Nantwich, in Cheshire, last December.

Psychiatrists giving evidence at the two-day trial at Mole Crown Court, in North Wales, put forward different opinions about her state of mind. Neale was said to have been under psychiatric care since the age of 12.

Dr Dau Kothari, a consultant psychiatrist and a witness for the defence, told the court: "I am of the opinion that she is a grossly immature, inadequate, impulsive, unpredictable, and egotistic person, who has a persistent behaviour disorder."

He said Neale may have suffered brain damage during her difficult birth. There was also a possible genetic factor.

Dr Kothari said that during his interviews with Neale she spoke about voices in her head. She claimed to have heard those voices just before she stabbed the boy.

Dr Kothari said the voices had told her "Kill him. This will be the end of him. You will be happy for it".

Another psychiatrist and a prosecution witness, Dr Susan Bailey, said she did not consider that Neale had an abnormality of mind. She said: "I do not believe that their was such abnormality of mind that it would impair the responsibility for her action."

The judge, Mr Justice Michael Davies, told Neale she would have to be under "proper care and control" for possibly a lengthy period.

Later her mother, Mrs Jean Neale, said: "I am pleased and relieved at the verdict and at the way things have turned out. We appreciate everything that has been done for Jane."

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PARLIAMENT JULY 23 1985

Top salaries row

Joseph on teachers' pay

Caning Bill dropped

# PM attacks opposition leaders over their attitude to top pay

## REVIEW REPORT

The number of people covered by the top salaries review board has been reduced during the lifetime of this Government and cost the country in pay less in real terms than it did when the Government came to power, Mrs Margaret Thatcher, the Prime Minister, said today.

The Commons when questioned about the large pay awards offered to senior public servants.

In angry exchanges with Mr Roy Hattersley, Deputy Leader of the Labour Party representing Mr Neil Kinnock, the Labour Leader, at Prime Minister's questions while he is in Africa, Mrs Thatcher accused Mr Hattersley of being guilty of cant and humbug.

Mr Hattersley said social justice was not a consideration that entered into Mrs Thatcher's policies. She was prepared to subsidize extravagance for the rich and not justice for the poor.

Mrs Thatcher said that since the Government awarded pay increases of up to 46 per cent to safeguard the quality and morale of generals, judges and civil servants, why not have the same effect on teachers and help resolve the present damaging dispute?

Mrs Thatcher: This year, the Government has implemented reviews body recommendations on nurses and midwives at a total cost in a full year of £214 million; on doctors and dentists at a total cost of £122 million; on the armed forces at a total cost of £205 million, and the top salaries review body at a total cost of £10 million. We have implemented all the reports of the review bodies.

As he is aware, because he was a member of a Government which similarly implemented them, there is an understanding that successive governments have accepted that their recommendations would not be modified unless there were clear and compelling reasons to do so.

There have been modified only by being staged where necessary. Otherwise, all were treated in the same way.

Mr Hattersley: If she is so attracted by the 1978 precedent, why has she not chosen to apply it in a staged way over three years or more? Why has she disregarded the precedent in which an inquiry was simultaneously set up into low pay in the

public service, which seems to interest her not at all.

She is prepared to subsidize extravagance for the rich and not justice for the poor. Has she no understanding that social justice has to play a part in economic policy and if not, that economic policy is doomed, as has been demonstrated over the past six years.

Will she answer a simple question about social justice? Will she simply justify a policy which authorizes massive pay increases for the well-off on one day and abolishes wages councils for the poor the next day?

Mrs Thatcher: With regard to staging, the 1978 report recommended in July 1978 that that particular report be staged and completed by April 1980 (Frowns).

As I said, it was staged. That was contained in the report.

This report says "We urge the Government to implement our recommendations in full" which is quite different from what Mr Hattersley said. Nevertheless we

Mr Hattersley: The House and I believe the country will have noticed that the Prime Minister did not even attempt to answer the question. I must assume confirmation of what we know already - that social justice is not a consideration that enters into her policies.

Mrs Thatcher: The questions were answered, which is what he does not like. He, as a member of government, accepted average increases of Civil Service top salaries of 35 per cent. We, on the same basis, have accepted average increases of 35 per cent.

The whole of his party supported those increases, as did the present Labour Government. As did Mr David Steel when engaged in the Lib-Lab pact. They supported them because they were reasonable salaries for people in view of the onerous duties they had to carry out. They were necessary both to retain and recruit and motivate the people.

Dr David Owen, leader of the SDP: The 1978 top salaries review board contributed to the sense of unfairness which led to the winter of discontent in the winter of 1979. (Loud interruptions)

There is not much hope for people in this country if we cannot learn from mistakes that are made. The trouble with the Prime Minister is she cannot learn from anything that has ever been done by anyone else and the sure lesson of that is pay comparability with the private sector for top civil servants is all right but not for other civil servants. Her Government abolished the independent pay research body, which was indefensible.

Will she explain what is now going to be done about Civil Service grades hitherto deprived of pay comparability?

Mrs Thatcher: He fully supported this when he was Foreign Secretary in order to stay as Foreign Secretary and he now continuously disowns it when in opposition. He deserves to be treated with utter contempt. (Loud interruptions)

Mr Julian Amery (Brighton Pavilion, C): How much of the £10 million which is being allocated to these top salaries will return in the form of increased income tax? Would she agree that in view of the amount by which all sides of the House have voted to improve our own financial position, there should be some humility in discussing this matter?

Mrs Thatcher: I cannot give him a precise estimate. The top rate of tax is 60 per cent. The numbers in this category have been substantially reduced during the lifetime of this Government.

Mr Hattersley is guilty of cant and humbug. (Labour protests)



Owen: Mrs Thatcher will not learn from mistakes

have staged nothing from April, a half from July and the rest from March.

About the other things Mr Hattersley said, may I point out that the 1978 report gave average increases of 35 per cent.

This report on the Civil Service gives average increases of 12.2 per cent. May I also point out that although these were average increases of 35 per cent, Mr Hattersley, as a member of the Government fully accepted them. So did Labour MPs then support that Government?

The Times noted next day: "The Prime Minister and the Chancellor of the Exchequer received general support from Labour MPs for the big increases in pay recommended by the Frowden Committee."

Mr Hattersley is guilty of cant and humbug. (Labour protests)

# Major companies tender to run Royal dockyards

## DEFENCE

Commercial managers would be brought in to run the Royal dockyards at Devonport and Rosyth with compulsory redundancies kept to a minimum, Mr Michael Heseltine, Secretary of State for Defence, announced in the Commons today.

He said he had been influenced by the Navy's preference for this system rather than for a trading fund or full privatization.

But Mr David Davies, chief Opposition spokesman on defence, said the only enthusiasts for a system of commercial management, which would make the position worse not better, were Mr Heseltine and Mr Peter Levene, chief of defence procurement.

Mr Heseltine said he would be seeking competitive tenders for a period of some years from competent British companies. He hoped to introduce the necessary legislation as early as possible with the intention of introducing commercial management no later than April 1, 1987.

These tenders (he added) would be evaluated for their management and pricing proposals and would be expected to contain a strong competitive element. I am encouraged by the number of companies who have shown interest in these

proposals, including those of the stature of Babcock, Balfour Beatty, Costain, Plessey, STC, Trafalgar House, the Weir Group and other major industrial concerns acting either alone or in consortia.

He said a trading fund system would not go far enough in freeing management and work force from the restrictions and interference of Government, while full privatization would leave the Government with insufficient influence over a major establishment in the defence field at a time of considerable transition.

Commercial management on the other hand (he went on) has the advantage of freeing the local management from the more restrictive public sector constraints of enabling the public sector to seek to expand the opportunities in the area of defence work.

The majority of the jobs lost at Devonport and Rosyth would, he believed, be achieved by natural wastage and voluntary redundancy.

We are making available to the trade union today (he said) a consultative document proposing how best we might improve efficiency in the marine services organization.

Because of extra work on the

Trident programme the problems at Rosyth would be relatively small and short lived. But a development unit had been set up at Devonport to generate new jobs. Two small but significant areas of land in prime positions in the city had been made available for development.

The potential was also being examined, urgently, of the historic and attractive site at Royal William yard for development and the creation of employment.

Each dockyard (he concluded) will have a core programme of essential work as the basis for its long-term future. What commercial management will ensure is that that work is carried out in as cost effective a way as possible and that, through greater efficiency, the dockyards are in a position to win orders in a wider market than at present.

Mr Davies: Mr Heseltine's statement is a least predictable because he has demonstrated his total contempt for a unanimous report of a select committee which there was no evidence whatsoever for the proposals which he and his department have put forward.

Even worse, the slipshod, cavalier, irresponsible and inept way in which he has treated the royal dockyards has been deeply insulting both to those in the Royal Navy and the thousands at Devonport and

Rosyth who have served the Navy and this country with such dedication.

The figures which his department had cobbled together both for the select committee and for the Public Accounts Committee bore as much relation to reality as the figures contained in the balance sheet of Johnson Matthey Bankers.

The managerial problems of the dockyards, the accounting problems and the commercial problems could be solved without the public sector without going down this ridiculous road.

Mr Heseltine said that the issue had been under active political review under various governments for a long time. What the Government had done was to face up to the logic and take decisions. The last Labour Government looked at the options and failed to make a decision.

Sir Anthony Back (Colchester North, C): What he has announced will be greeted with satisfaction by those not only serving in the Royal Navy but with recent experience at the head of the Royal Navy.

Mr Heseltine: I am most grateful to Sir Anthony who takes a totally constructive view of these matters.

Mr Robert Sheldon (Ashton-under-Lyne, Lab): The Public Accounts Committee (of which he is chairman) has recommended the percentage savings as a percentage

of operating cost which may be as little as 1 per cent, and this would be within the margin of error. What does Mr Heseltine estimate the net saving as a percentage of annual operating costs to be?

Mr Heseltine: The initial figures we had in mind based on a 20 per cent efficiency gain suggested savings of £12 million a year rising to £18 million after 10 years - a percentage saving of 3 per cent rising to 4 per cent. This is, in our view, the worst case, and there are more optimistic scenarios.

A late assessment based on the likelihood of greater efficiencies showed savings of £24 million, £26 million rising to perhaps £29 million to £33 million - 6 per cent to 7.5 per cent.

Dr David Owen, Leader of the Social Democrats (Plymouth, Devonport): The devastating criticism by the PAC has not got anywhere to do with local interests. It is the contemptuous pushing aside of his recommendations and of the criticisms by the defence committee which makes most people believe that the consultation process was indeed been the sham many people predicted at the start.

Mr Heseltine: I cannot accept that the consultation has been a sham. This matter has been considered for nearly 15 years and very little new argumentation has emerged.

# Bill to end sex discrimination

## IMMIGRATION

The Government will, in due course, be introducing legislation to change the Immigration Act, 1971, to put an end to its sexual discrimination, Mr Lord Brittan, Home Secretary, said in opening a Commons debate on changes in the immigration rules to meet the recent judgment of the European Court of Human Rights.

Mr Brittan said that the framing of the 1971 Act had been sexually discriminatory. There was a variety of ways in which the changes could be made and he indicated that no restriction would be placed on how that should be achieved.

He said the cases brought recently before the European Court challenged the distinction in the rules between the rights of settled men and women to be joined by their spouses. Under the current rules a wife might as of right join a husband settled here, but not a British citizen, while husbands might join settled wives who were British citizens.

The Government had had to choose between narrowing the basic rule to which the admission of wives was subject, or widening the rule applying to the admission of husbands. It did not want to prevent wives from joining men who had been allowed to settle here.

The Government chose to permit husbands to join wives in this country who were settled here, even if they were not British citizens. As a result of the court's judgment and of this change taken by itself, the Government expected that the numbers accepted for settlement each year would be likely to rise by about 2,000 people a year. However, this increase would be at least to some extent offset by the changes concerning the admission of wives and families.

Mr Lord Brittan said the tests currently applied to admission of husbands would have been to go back on the firm commitment to strict immigration control.

He said that the tests currently applied to admission of husbands would have been to go back on the firm commitment to strict immigration control.

gration control. They could not have tight control over admission of men for employment without the benefit of a system of marriage being used to circumvent that control.

Nothing in the judgment called into question the requirements of the Immigration Act, 1971, which prevented the admission of husbands and wives who were not settled here, but no British citizens, but should retain the marriage test applying to admission of husbands, and extend them to apply on the same basis to the admission of wives.

It would not have been sensible in principle nor appropriate in principle to admit husbands and wives which did not apply to fiancées, so female fiancées would need entry clearance in future before coming to the United Kingdom for marriage.

He said the total indentured costs for both House rose from £56.3 million in 1981-82 to £77.5 million in 1984-85. This represented a rise of 38 per cent. In the same period, the retail price index rose by 17.7 per cent.

Court of Human Rights was to resolve to make it as difficult for a woman to bring in her husband or fiancé. The Government had at last admitted that the primary purpose was to restrict the entry of men and women who were not settled here, but no British citizens, but should retain the marriage test applying to admission of husbands, and extend them to apply on the same basis to the admission of wives.

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# Minister to think again about caning Bill

## EDUCATION

The Government had decided not to proceed further with the Education (Corporal Punishment) Bill this session and would now consider the appropriate course of action for next session, Sir Keith Joseph, Secretary of State for Education and Science, announced in the Commons.

His announcement followed a recent House of Lords decision, by a majority of four, to strike out the Bill. A new clause abolishing corporal punishment in all educational institutions.

The Bill originally gave parents of children whose education was directly provided wholly or partly through public funds, the right to exempt them from corporal punishment and enabled the Government to fulfil its obligations under the European Convention on Human Rights.

Mr Andrew Bennett, an Opposition spokesman on education, asked Sir Keith to confirm that any teacher giving corporal punishment without parental consent would be foolish and in contempt of the European court's ruling. It could lead to the Government spending up to £130 million to pay 13 or 14 teachers' salaries in defending the case, and in a pupil receiving substantial damages.

The minister should make clear that there should not be corporal punishment where the parents disapproved. The Conservative Party always claimed to be the upholder of law and order so what steps was he taking to implement the court ruling?

Sir Keith Joseph: Teachers, with other citizens, are subject to the laws of this land.

Mr Robert Key (Salisbury, C) said many MPs, teachers and parents

were pleased that the Bill was not going further. The situation did not represent some silly left wing plot and corporal punishment was not the prerogative of the far right.

Sir Keith Joseph said many parents and many teachers would prefer that the right of moderate corporal punishment should remain their decision. But there was an obligation to the court to which Britain had subscribed.

Mr Michael Latham (Rutland and Melton, C) said the Bill was ludicrous. Sir Keith should do nothing at all.

Sir Keith Joseph said Britain had never broken a treaty obligation. Mr Latham was now suggesting it should.

Mr David Young (Bolton South West, Lab) said Sir Keith had been warned at second reading that the Bill was unworkable. Now that he was using common sense, he should instruct schools that there should not be any corporal punishment until there had been further debate.

Sir Keith Joseph: Even if I wished to do so I have no such power.

He had never pretended that the exemption proposals were without problems.

Mr Nicholas Winterless (Macclesfield, C) said discipline was necessary. Sir Keith should legislate to enable corporal punishment to continue in accordance with the wishes of most teachers and parents.

Sir Keith Joseph said he would like to agree but could not because many schools seemed to achieve order and discipline without such punishment. There was the treaty obligation, too.

Mr Eamonn Dwyer (Lisnagh, Lab): He had deceived and got a moderate thrashing on this issue has learnt (Laughter).

Sir Keith Joseph: I have learnt a proper sense of respect for the decision of both Houses of Parliament.

# New treaty should be effective

## EXTRADITION

The extradition treaty signed with Spain would be very effective, Mrs Thatcher, the Prime Minister, said during Commons questions.

It would not be retrospective she said but it would apply to anyone entering or re-entering Spanish territory and some of the United Kingdom fugitives might have to leave the country and re-enter in order to renew their residential permits.

She was replying to Mr Peter Bruvels (Leicester East, C) who while congratulating the Government on successfully concluding the treaty, said it was intolerable that British criminals now residing in Spain were going to get away with it because the legislation was not retrospective.

Will she call (he asked) for an urgent meeting with the Prime Minister of Spain to enable them to be booted out and back to this country to face the consequences of their illegal acts?

Mrs Thatcher: I would like to congratulate the Home Secretary and the team of officials on the way in which they have negotiated the extradition treaty with Spain. It will not be retrospective but it will apply to anyone who enters or re-enters Spanish territory after it comes into force. Some of the United Kingdom fugitives in Spain may have to leave the country and re-enter in order to renew their residential permits.

This may be effected by a new law which will give Spanish authorities stronger powers to expel undesirable aliens.

# Role of merchant fleet

## SHIPPING

The Prime Minister said she was taking a close interest in a report on the role of the British merchant fleet in defence.

At question time in the Commons Sir Edward de Caen (Taunton, C) had asked her: As the British merchant fleet only carries a quarter of United Kingdom trade, a statistic which has most alarming

implications for the economy and for defence, will the Prime Minister direct the recent report and study the report now being prepared in the Ministry of Defence in response to requests, complaints and anxieties on both sides, of the House, with a view to proposing early action?

Mrs Thatcher: I am very much aware of the importance of the merchant fleet to the defence of this country and I am taking a close interest in the report.

# Like objectives - recruiting and retaining best people

## TEACHERS' PAY

No progress would be made in what should be the great and common purpose of achieving better schooling for children of all abilities, if yet another year passed when the leaders of teachers' unions were not prepared to negotiate anything in return for an indiscriminate pay rise, Sir Keith Joseph, Secretary of State for Education and Science, said during Commons questions about the teachers' dispute.

Responding to critical comparisons made between the pay offer to teachers and the recent increases awarded to senior members of the Civil Service, the armed forces and the judiciary, he maintained that the purpose behind the Top Salary Review Body's recommendations and those behind the offer by the Government of additional taxpayer's money for the right package deal for teachers was precisely the same. That was to recruit, retain and motivate people of the right quality.

Sir Keith Joseph, answering a series of questions said: I very much regret that this harmful and unnecessary dispute continues. The

employers have indicated a willingness to increase what is on offer, if the unions are prepared to show flexibility.

For my part, I have offered additional Government resources next year for teachers' pay and to help meet the cost of removing middle management and senior staff from the schools. I have also offered a standard duties, provided there is satisfactory progress by October towards the objectives for improving the quality and standards in the schools.

Only on this basis is the Government willing to see additional resources made available.

Mr David Nellist (Coventry South East, Lab): In his attempt to resolve the teachers' pay dispute, how does he regard the announcement by the Prime Minister that senior civil servants in the Education Department are to receive a 30 per cent rise, which is six times that offered to the teachers?

Responding to helpful intervention by the Prime Minister that senior civil servants in the Education Department are to receive a 30 per cent rise, which is six times that offered to the teachers?

Sir Keith Joseph: Exactly the same purposes as were being served by the Top Salary Review Body -

most of whose recommendations the Government has accepted - are being served by the additional taxpayer's money which, on behalf of the Government, have been offering for more than a year in order to transform the teachers' career and promotion structure, if they will only negotiate.

Mr T. J. Lee (Suffolk South, C): Without in any way continuing the strike action being taken by some teachers there are grounds for being concerned about the low level of morale in the profession.

Sir Keith Joseph: I gladly repeat that very many teachers do excellent work, often in difficult conditions. As for morale, I wish I could be sure that all teachers realise that the Government has been offering for a year additional taxpayer's money in order to transform career and promotion prospects.

Mr Martin Flannery (Sheffield, Hillsborough, Lab): When will he face reality? I asked him in the select committee if he had given the £250 million to the teachers' claim that Sir Keith Joseph would not have had all this trouble.

This morning he said the very opposite of what the Prime Minister

said about vouchers. He said he was against them and she said the other day she was for them.

Sir Keith Joseph: He is misleading himself. At the select committee, I said vouchers, after very careful examination from the Government, would be off the agenda. I have not said I was against them.

I must seek once again to try to recruit him and his colleagues for the great purpose of improving schooling for the children of this country of all abilities.

Mr Mark Fisher (Stoke-on-Trent Central, Lab): How can the same purposes be served by two such enormously different offers as those to the teachers and the top salary people? Is that the reason why last week at a conference his remarks were greeted with cries of "Rub-bish", "Shame" and "Crap" (Protests)?

The Speaker (Mr Bernard Weatherill): That is not a very nice word to use.

Mr Fisher: I was quoting from a newspaper report.

Sir Keith Joseph: Even if some remarks of mine are not greeted as immediately revealed truth (Laughter) - I will maintain that the very purposes behind the Top Salary

Review Body's recommendations and the purposes behind the offer by the Government of additional taxpayer's money for the right package precisely the same - to recruit, retain and motivate people of the right quality.

Mr Giles Radice, chief Opposition spokesman on education: Did Sir Keith support in Cabinet the decision to give so-called top people very large increases in salaries?

Does he not even now understand the outrage of paying his department's top civil servant an extra 30 per cent to supervise a policy of limiting the pay increase of classroom teachers to 6 per cent at the most?

For sheer inconsistency, insensitivity and bad timing, the decision over top people's pay is hard to beat.

Sir Keith Joseph: The answer to his first question is "Yes". The answer to the second is that in 1978 the Labour Cabinet accepted the recommendation of the Top Salaries Review Body for salary increases of 35 per cent for the grades covered.

Why is what was right for a Labour Government in 1978 wrong for a Conservative Government now?

# Government needs to bang drum harder

## FINANCE BILL

Even with the Government suffering the usual loss of support in mid term it did not look very likely that the Labour Party would return to power, the Earl of Gower, Chancellor said when moving the second reading of the Finance Bill in the House of Lords. But it was a worrying prospect and the Government must do better and bang the drum a bit harder, he said.

Business did not necessarily mind a Labour government from time to time, but it could not live with socialist government and nor could the British economy.

The Budget contained tax changes to encourage self-employment. The self-employed now numbered more than 10 per cent of the working population. The more dynamic and flexible and the British economy needed to encourage both virtues.

This was a Bill which was the legislative arm of a responsible Budget and a successful economic policy, successful because it was delivering employment as well as growth to the nation.

Since the spring of 1983 the United Kingdom's employed labour force had risen by over 600,000. Those were new jobs which previously did not exist in the economy.

Lord Bessett, for the Opposition, said he queried the degree of emphasis the Government gave to money supply, the absolute certainty, the sublime faith. The Chancellor of the Exchequer still believed that everything in the management of the economy could be done with money supply.

Despite all the evidence the Government insisted on high interest rates; they were startlingly high, particularly in international terms. But that policy had not worked because huge sums of money had been attracted to banks and building societies and companies had to borrow more to pay the interest charges. Lord Ezra (I) said the time had come for a major review of the thrust of economic policy. In the United Kingdom, unlike other major countries, manufacturing activity had reduced in absolute terms. At the same time there had been a rapid diminution in absolute terms of the manufacturing base.

# Better tests may prevent 100 deaths a day

While a cure for cancer remains elusive, in spite of vast sums spent on research, many thousands of lives could be saved through well-planned and efficient screening services.

As yet, however, most of those lives continue to be lost. Each day of the year, about 100 people die from cancers of the breast, cervix, ovary and bowel, although all of these conditions can be identified early enough to offer successful treatment.

The prospects of such early intervention on a national scale excite and inspire many of Britain's leading researchers and specialists. But before screening programmes can be truly effective, substantial difficulties have to be tackled and overcome.

The potential ability of screening systems to protect large sections of the population from cancer is enormous. But in the third and final part of his series, THOMSON PRENTICE, our Science Correspondent, notes that substantial difficulties must first be overcome.

They include radical changes in attitudes, by patients as well as by doctors and administrators; reorganization of many aspects of the health service; meticulous study of cost-effectiveness; and much more emphasis on preventive medicine.

The lessons of cervical screening must be learned. More than two million cervical smears are taken each year but the death rate has barely decreased.

A computerized system is to

be introduced, with health officials taking the initiative and responsibility for calling and recalling patients for their tests.

A national breast screening system should be in place before the end of the decade. It will have to be accompanied by a large-scale health education programme, so that women can properly understand it and feel encouraged to participate.

Once introduced, that system must quickly be seen to be efficient and reliable. False negative results in any screening technique are wrongly reassuring; false positive results cause alarm and anxiety, and raise the risk of unnecessary treatment.

Wherever possible, the family doctor must be involved in screening programmes. Increasingly, GPs are expressing support for such schemes, and encouraging their patients to take part in them.

An experiment is now running in a London general practice to

find the best way of persuading patients to submit a tiny faecal sample for tests against bowel cancer. For the individual, it is a simple but unpleasant task. Yet 25,000 people a year develop this cancer, and 17,000 of them die of it because the diagnosis has come too late.

The biggest cancer killer of all is lung cancer, taking about 40,000 lives annually. Symptoms begin to show only at an advanced stage of the disease, and there is no satisfactory screening method.

Surgery is usually the only possible course of action. Cigarette smoking has been shown as the chief cause of lung cancer; the remedy is obvious.

As cancer screening becomes more available, so too will screening for a range of other diseases. In some medical circles there is now emerging a call for a "big screen" policy, in which individuals could visit a hospital or clinic at regular intervals to be tested for a wide variety of conditions.

Such a system may come one day. Meanwhile, the existing screening techniques must be improved, widely introduced and closely monitored.

Concluded



Mr Tebbitt and bravery award winners Mrs Neale and WPC Kinger in London yesterday (Photographs: Don Miller).

# Bravery awards for 14 who tackled post raiders

Fourteen people yesterday received commendations for bravery by the Post Office from Mr Norman Tebbitt, Secretary of State for Trade and Industry. All had confronted raiders of postal vans or post offices. They received awards of up to £350.

In a ceremony to mark 350 years since the Royal Mail opened to the public in July 1635, Mr Tebbitt also unveiled a stained glass window, designed by Mr Alan Younger, a London artist which comprises 100 pieces of hand-blown glass.

The window at Post Office headquarters in Grosvenor Place, Victoria, shows the Post Office seal.

Among recipients of the awards were Mrs Carole Neale, post office assistant, who was held at knifepoint by a raider. But she kept cool - and bit him with her "Dracula" teeth. "I'll never live it down," Mrs Neale, whose children tease her about her pointed teeth, said.

Mrs Neale, aged 36, was working at Colley Lane sub-post office, Birmingham, when a man held a knife to her throat

and demanded money. "I just fought back," she said. She bit the knifeman's wrist and he fled.

The raider and two accomplices were later arrested and received prison sentences totaling 14 years.

Another award was presented to WPC Karen Kinger, aged 27, who clung to an armed gang's getaway car and captured one man after a raid on a London sub-post office.

She had received a radio alert about an attempted raid at the Duddenhill sub-post office

in Neasden, north London, and saw three raiders in their getaway car which had stopped at traffic lights.

She ordered the driver to stop the car and tried to snatch the ignition keys. The car was driven backwards and forwards in an attempt to throw her off, before two of the raiders fled.

Two men were sentenced to a total of 18½ years' imprisonment and WPC Kinger was commended by the judge at the trial for her outstanding bravery. She received a Bow Street award for bravery.

# Antibody plant launched

A plant is to be built in Scotland to produce monoclonal antibodies, which attack harmful or diseased body cells, as part of a £50 million project which was announced yesterday.

The biotechnology plant, to be built in Livingston, will produce the antibodies which are being tested for use in

organ transplants and in the treatment of several diseases, including cancer.

The plant, which is expected to create 300 jobs during the next four years, is backed by the Government and the Scottish Development Agency. It will be operated by a subsidiary of Damon Biotech of the United States.

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## Marcos's men queue up to denounce US 'interference'

From Paul Routledge, Manila

A serious reappraisal of the military and political relationship between the Philippines and the United States was set in train yesterday by leaders of President Marcos's ruling New Society Party.

At a caucus meeting of the National Assembly majority in the presidential palace of Malacanang, a "thorough review" of links with the United States was agreed as the dispute over compensation for American strategic bases continued to rumble.

Ministers queued up to denounce what they described as the dictates of "our former colonial masters" in sharply reducing the level of aid for arms in favour of economic assistance.

The Defence Minister, Mr Juan Ponce Enrile, who has tabled a Resolution in the National Assembly calling for abrogation and re-negotiation of the treaty governing the American bases, argued: "Powerful country though it may be, the United States cannot tell the Philippine people and Government what to do with the compensation that was agreed for the use of land areas and air space."

The Government shows every sign of being incensed by the United States House of Representatives' decision to top \$15 million (£10.5 million) off the annual compensation paid for the bases and to cut President Reagan's request for military aid from \$100 million to a mere \$25 million, while stepping up economic assistance from \$95 million to \$155 million.

It was said the Political Affairs Minister, Mr Leonardo Perez, "no longer a laughing matter" and the interference in Philippines affairs "it represented should be condemned."

A more realistic note was, however, struck by the Labour Minister, Mr Blas Ople, who said that the country had "a tremendous bargaining power relative to the United States that has never existed."

Opposition politicians have dismissed the episode as a fraud, arguing that the Government's anger is synthetic, manufactured with the twin aims of redirecting United States money back into military aid and deflecting public disquiet from stories of alleged multi-million-dollar illegal investments in property in the United States by the President, his wife Imelda, and members



A father cradling his wounded child after a demolition crew backed by Marines stormed squatters in Quezon City, Manila, yesterday. A youth was killed.

of the Cabinet.

But the sense of hurt national pride exhibited by speakers at the Malacanang yesterday appeared real enough and the growing mood of irritation with the congressmen who want to

## Iraq claims edge in Gulf war as fierce fighting rages

From Robert Fisk, Baghdad

Despite growing evidence to the contrary, Iraq's Ministry of Information insisted yesterday that the Gulf War was going in Iraq's favour and that the country's economy was in "excellent" condition. He added that Iraq might resume its air raids on Tehran and other cities if it was provoked by the Iranians.

Mr Latif Nassif Jassim's claims were made to Western correspondents in Baghdad as reports continued to filter south from the mountainous area of Kurdistan of more fierce fighting between Iraqi troops and Iranian Revolutionary Guards.

"As soon as the Iranian regime thinks of any new offensive, their assault will be crushed just as the previous ones were," Mr Jassim said.

"The war is still going on in the mountains, in the marshes... But we are on our territory, our sites are fortified, morale is excellent - our logistic lines are short; theirs are long."

Mr Jassim conceded that Iraq was demanding an increase in its oil output quota from Opec - an issue which Opec is unlikely to debate until autumn - but said that once Iraq's trans-Saudi and trans-Turkish oil pipelines were in commission next year, the country "will be in an excellent economic situation".

Iraq's conditions for ending the war included a ceasefire on land, sea and air, a withdrawal by both armies behind the

## Kinnock promise of more for world poor

From Charles Harrison, Nairobi

Mr Neil Kinnock, leader of the Labour Party, met for one-and-a-half hours with President Nyerere in Dar es Salaam yesterday, and told the Tanzanian leader that Britain should send more technical aid to the Third World.

President Nyerere said he was astonished that Britain, with all its oil wealth, had massive unemployment, yet was unable to send some of its out-of-work experts to work in poor countries like Tanzania.

Mr Kinnock agreed there was a need to do more to help Third World countries, and said: "I am sure many people would rather be employed in the Third World than unemployed in Britain."

"When we are in government, the restoration and extension of assistance of this kind will be part of our policies for development and co-operation."

He told President Nyerere he supported the holding of an international conference on Africa's debt problems.

Today Mr and Mrs Kinnock are to fly to southern Tanzania to see examples of village development. They have cancelled a visit to Zanzibar because of lack of time, but will return to Dar es Salaam before flying to Kenya on Friday, where another crowded programme awaits them.

## Zimbabwe's MPs kept in the dark

From Jan Raath, Harare

The Zimbabwe Parliament began its second five-year term yesterday with President Canaan Banana avoiding contentious issues in his opening speech. He restricted himself to a few lesser proposed Bills and a series of projects many of them already under way. To expand the country's infrastructure.

In an unusually short address, he said the country would not find the Government wanting in the drive to transform the economy, improve the lot of the people and accelerate development of "productive forces."

He referred fleetingly to the two-and-a-half-year guerrilla campaign in the western provinces of Matabeleland, saying that more vigorous operations would be mounted to "eliminate dissident activity altogether."

The Government uses "dissident" to refer to guerrillas.

Immediately after elections early this month, Mr Robert Mugabe, the Prime Minister, announced that constitutional

changes would soon be made. The first would be the repeal of the 20 white seats in the House of Assembly. He also promised an increased impetus to the one-party state, which will require the repeal of a crucial section of the Bill of Rights in the constitution and the outlawing of opposition parties.

Possible legislative action against whites, described by government leaders and the press as "racist" and "die-hard reactionaries," has also been aired in the last week. The President alluded to none of these in his speech.

While his address is regarded as a comprehensive inventory of proposed legislation for the year, observers said his low profile could not be taken as an indication that the Government was set for an uncontroversial year.

The mixture of stiff colonial pomp and exuberant African revelry which has come to embody the annual event in an around a building which once served as a hotel for miners and explorers, was conducted amid rigid security.

Marksmen kept watch from rooftops and police with rubber truncheons and uniformed members of the youth brigades searched all onlookers entering Cecil Square.

The crowd was made up almost exclusively of members of the women's league of the ruling Zanu (PF) party.

Inside the chamber, Mr Joshua Nkomo, the Zanu leader, was conspicuously absent. Mr Ian Smith, the former Prime Minister of Rhodesia, headed his caucus of 15 MPs of the Conservative Alliance of Zimbabwe.



President Banana: Giving nothing away to MPs.

## Two aid murder inquiry

Two Spanish nationals have been taken into custody here for questioning over the killing on Monday of Spain's Ambassador to Zimbabwe, Señor José Luis Blanco-Briones (Jan Raath writes).

The two men have been identified by sources here as technicians of a Spanish aviation firm which in September, 1982, sold six Casa 212

transport planes to the Air Force of Zimbabwe. No official comment could be obtained, but the sources said they had not been charged and could not be considered under arrest under Zimbabwean law.

Señor Blanco-Briones, aged 50, was found dead with severe head injuries in a wooded spot in a farming area on the city outskirts.

## Lee moves to bolster presidency

Singapore (Reuters) - The Prime Minister, Mr Lee Kuan Yew, said yesterday that the Cabinet had decided to give executive powers to Singapore's presidency.

Mr Lee told Parliament that the constitutional changes were aimed at giving the President veto powers over the use of foreign reserves estimated at more than \$7.5 million.

The Government would move "step by step in drafting, clarifying and refining" the changes before presenting them to Parliament as a White Paper in 1987, he said.

Mr Lee, who has indicated he may become President, said the move was to safeguard the island's reserves from being "squandered" by any future elected government.

He would agree to put the issue to a referendum only if the Opposition could prove that the White Paper was "an outrage".

Mr Lee's Government had the necessary two-thirds majority to change the constitution. The presidency is now a constitutional position that only has ceremonial functions.

## Soviet naval exercise nearing end

By Rodney Cowton, Defence Correspondent

The big Soviet naval exercise in the North Atlantic, which has been in progress for nearly two weeks, appeared yesterday to be drawing to a close.

A spokesman for Nato, which has been monitoring Soviet activities said the aircraft carrier Kirov, the battle cruiser Kirov, and most of their escorts had returned to northern waters close to their bases in the Murmansk area.

An amphibious group from the Baltic fleet was still heading north up the Norwegian coast, and it seemed likely that it would practise an amphibious landing on Soviet territory after rounding the most northerly point of Norway.

● BRUSSELS: A controversial visit by a US nuclear-powered submarine to Zeebrugge this week was cancelled because of Soviet naval manoeuvres, not Belgian anti-nuclear protests, American military sources said yesterday (Reuters reports).

The Sea Devil, a 4,460-ton Sturgeon-class attack submarine, had been due on Monday

# ANOTHER WONDERFUL YEAR: EVEN MORE PEOPLE PREFER GAS

1984/5 was another successful year for British Gas. With a further 293,000 new customers bringing the total to over 16½ million, it is clear that even more people prefer gas.

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Record gas sales of 17,744 million therms.

Continuing improvements in efficiency - customers per employee up from 162 to 171, and therms sold per employee up from 174 to 186.

Increased shares of all markets: Domestic up to 60%, Industrial up to 36%, Commercial up to 31%.

Record turnover - up £491 million to £6,913 million.

A current-cost operating profit of £651 million.

Investment of £812 million in capital projects and £303 million on replacing assets such as mains, service pipes, meters, etc., once again all found from internal resources.

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In addition to paying £131 million in tax and a further £500 million in the special Gas Levy, the industry benefits Britain in other ways. Its continuing huge investment provides business for a host of other organisations and many thousands of jobs for British workers.

The popularity of gas and the increasing efficiency and continuing success of the industry is not only of benefit to our customers, but to the nation as a whole.

From the Annual Report and Accounts of the British Gas Corporation 1984/5 available from H.M.S.O., price £2.00. Further information from the Public Relations Department, British Gas Corporation, Rivermill House, 152 Grosvenor Road, London SW1V 3JL.

## People prefer gas - and Britain benefits

BRITISH GAS





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Seventy per cent of our income is earned abroad and flat glass accounts for just a part of it.

Pilkington makes more types of glass than anyone else in the world.

Without Pilkington glass thousands of tourists from Japan would be missing lenses in their cameras.

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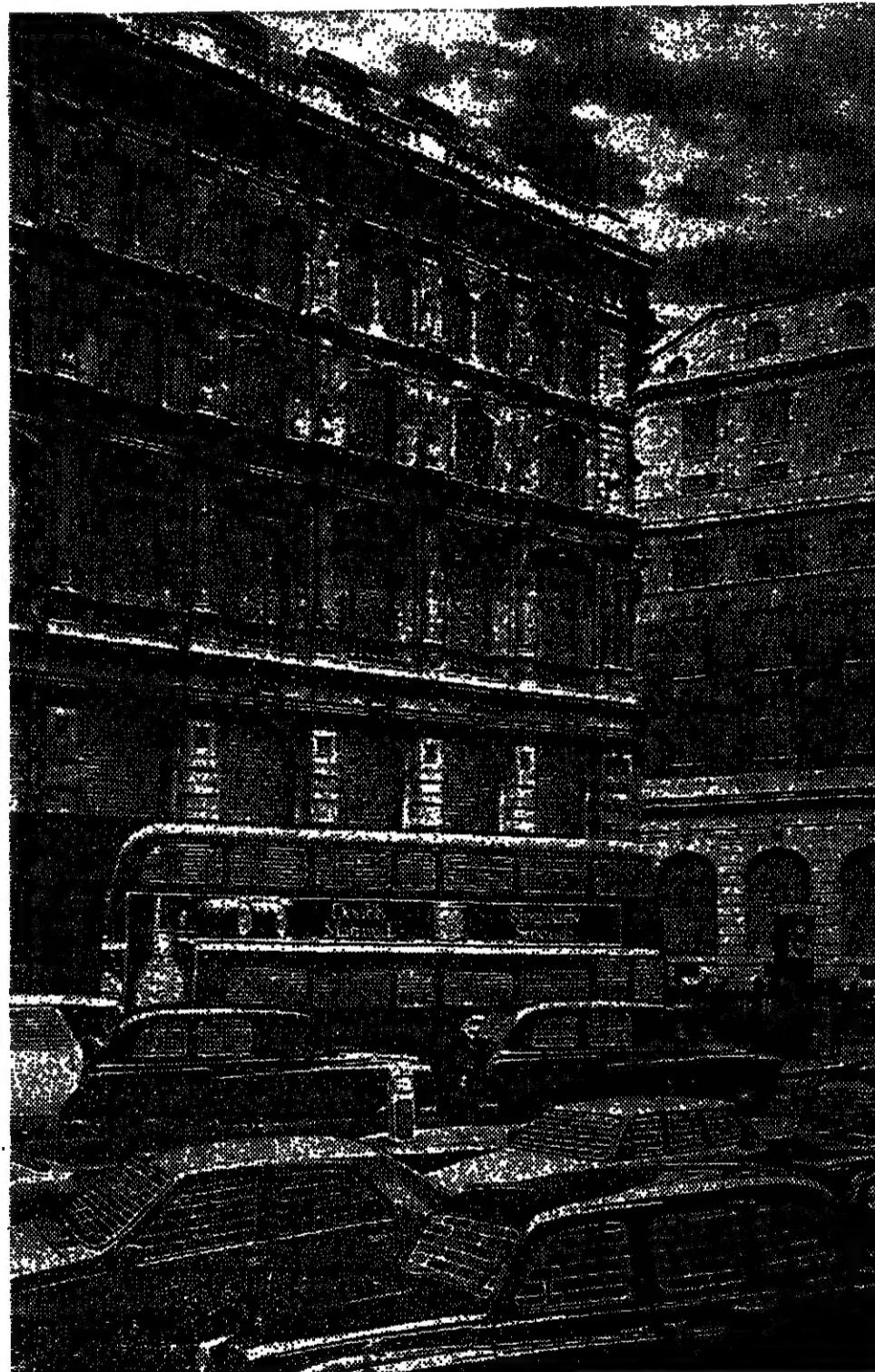
And without Pilkington insulating glass, hordes of Scandinavians would be left out in the cold.

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Pilkington has now developed a glass pellet for livestock which dissolves in the stomach, gradually releasing vital trace elements.

Already it is making its impression on the UK animal health market which is just part of a £2,000m. worldwide market.

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And Kappafloat high energy glass, an amazing new product which gives double glazing the insulation performance of triple-glazing.

Our worldwide turnover now stands at over £1,200,000,000.

Clearly the city would be a duller place without Pilkington Glass.



PILKINGTON



Clergy, trade unionists, students and women among 441 arrested in emergency

## Grassroot activists main target for swoops by South African police

From Michael Horasby  
Johannesburg

The main target so far of the sweeping powers of arrest and detention assumed by Pretoria under the emergency regulations in force since midnight last Saturday appear to be grassroots anti-apartheid activists little known outside their immediate communities.

Of the 441 people the police say they have arrested during the first three days of the emergency, 373 are black (327 men and 46 women), 43 mixed-blood coloureds (32 men and 11 women), 18 Indians (15 men and three women) and four whites (all men). The names of three others will be released today.

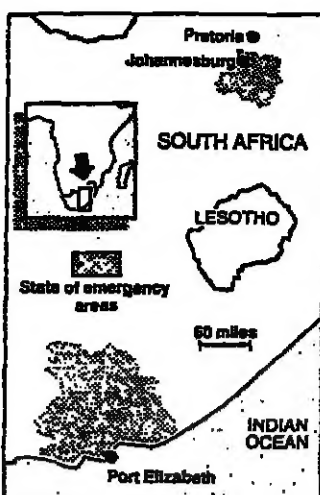
Most (238) were arrested in the Eastern Cape, which has been the main focus of violent unrest since the start of this year. 199 were detained in the Johannesburg region, while the place of arrest of four persons was not specified in the list of names released yesterday morning by the police.

At a meeting with South African newspaper editors on Monday, the Commissioner of Police, General Joan Coetzee, agreed to issue a daily list of the names of persons detained. Under the emergency regulations it is forbidden to name detainees without the authorization of the police.

The four whites detained - Mr Simon Raftie, Mr Auret Van Heerden, Mr Maurice Smithers and Mr Neil Coleman - have all been involved in youthful left-wing opposition to the Government for some years, and at least three have been detained without trial before. Mr Van Heerden said the police unsuccessfully for alleged torture.

The names of the rest of the detainees mean little outside the circle of their immediate associates. Clergymen, trade unionists and members of students' and women's organizations, which have sprung up in many black townships in opposition to government-created town councils, predominate.

Many of these bodies are among the 600 or so affiliates of the United Democratic Front



South Africa on a fact-finding tour for the Ford Foundation.

No moves have been made so far by the police against the nationally and internationally best known spokesman of the extra-parliamentary opposition, such as Bishop Desmond Tutu, the Anglican Bishop of Johannesburg. Dr Allan Boesak, a leading Coloured Dutch reformed Church clergyman, and Mr Beyers Naude, the Afrikaner priest who is the most politically active of a small number of white Dutch Reformed Church rebels.

The emergency regulations, it is fair to say, have been enforced so far with a measure of restraint. A funeral for 15 black victims of unrest was allowed to go ahead yesterday in KwaZulu township, east of Johannesburg, and the police and Army kept out of sight for the most part. About 30,000 mourners turned out for the funeral, which passed off without incident.

It also appears that the emergency regulations will not necessarily be used to prohibit strikes or other industrial action. General Coetzee said the response of the police would depend on the "objective security situation in a particular area".

The first serious test could come early in August when a strike is planned by black gold miners in support of higher pay.

The Government has also refrained so far from imposing censorship on reporting of the emergency, which it has the power to do under last Saturday's proclamation. However, a police committee will monitor press coverage and, if it does not show "restraint", censorship could be introduced.

Local police commanders will have the power to refuse journalists entry to "demarcated areas" within the 36 magisterial districts covered by the emergency, if they consider this necessary for security reasons. As the police have always had the power to expel journalists from black townships, it is not yet clear what difference this will make in practice.

Prisoners of apartheid, page 10

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Prisoners of apartheid, page 10



Mrs Molly Blackburn, South African MP, arriving at the magistrates court where she was charged and released.

## Apartheid is blasphemy, Methodists told

Nuclear disarmament and South Africa: the two issues likely to dominate at international peace conference which opened in London last night attended by representatives of the world-wide Methodist Church (Clifford Longley writes).

Archbishop Trevor Huddleston, president of the Anti-Apartheid Movement, said in the opening session yesterday at Wesley's Chapel, City of London, that apartheid was basically a form of blasphemy, and the churches in South Africa were suffering greatly

for their resistance to it. He called on Western governments to substitute actions for words in their opposition to apartheid.

Delegates will hear first-hand reports on the latest developments in South Africa. Most parts of the 50 million-strong international Methodist Church are represented, though 200 out of 250 delegates are from Britain and America.

During the week they will formulate a declaration addressed to world leaders calling for renewed efforts for international peace based on justice.

## Gorbachov revamps team to step up propaganda drive

From Richard Owen, Moscow

Mr Mikhail Gorbachov has ordered a revitalization of Moscow's propaganda efforts in the period between the tenth anniversary of the Helsinki agreements, which falls next week and the November summit in Geneva with President Reagan, according to informed sources.

Among the plans under consideration is a "supremo" role for Mr Gorbachov, aged 62, the powerful Politburo member and former Azerbaijan leader, who would co-ordinate the new propaganda offensive.

Mr Aliyev would work alongside Mr Yegor Ligachev, the party number two, who remains in charge of ideology and is in effect Mr Gorbachov's deputy. "Ligachev and Gorbachov would work out the party line and Aliyev would sell it", one source said.

There is also a key role for Dr Alexander Yakovlev, the hard line director of the institute for World Economics and International Affairs (IEMO), who, according to unconfirmed reports, is to take over the crucial Central Committee Propaganda Department from Mr Boris Stokalin. Mr Stokalin, aged 62, was made ambassador to Hungary last Sunday, a clear demotion.

Mr Gorbachov, who is officially on holiday, already has a new diplomatic team in place, headed by Mr Eduard Shevardnadze of Georgia, and is conducting a ministerial and party purge. There were also reports last week of a top-level military shake-up, but they remain unconfirmed.

The key bodies involved in the Kremlin review of Soviet propaganda machinery are the

propaganda department, state television and radio, the press and publishing houses, and the Ministry of Culture, the proposed reorganization, if carried out, would place a question mark over Mr Piotr Demichev, the Minister of Culture and a candidate Politburo member.

He was appointed minister in 1974, under Brezhnev, and is said to be under a cloud in the new Gorbachov era.

Sources said the Gorbachov leadership was preparing a new opening to the West, culminating in Mr Gorbachov's visit to France and Geneva, but this did not mean any "softening" on domestic policies, including human rights. General Viktor Chebrikov, head of the KGB, warned in a recent issue of the theoretical journal *Kommunist* that dissenters would be brought to account for their "anti-state activities" and "ideological diversions."

The Moscow Festival of Youth and Students, which opens on Saturday, is part of Moscow's effort to persuade world opinion that its policies are justified and that Soviet society offers a model for the Third World.

Mr Aliyev, who is Deputy Prime Minister as well as a Politburo member, is supervising this massive propaganda effort involving more than 40,000 young people.

Pravda yesterday reported that Mr Shevardnadze, the new Foreign Minister, had discussed the November summit with Mr Richard Helms, the American Ambassador in Moscow. This suggests that the Kremlin does not see Mr Reagan's recent cancer operation as an obstacle to the meeting.

## EEC will hit back at US steel curbs

From Ian Murray  
Brussels

The EEC is ready to take immediate retaliation against the United States if it carries out its threat to block Community steel imports from the start of next month.

EEC for ministers meeting in Brussels agreed yesterday they must be prepared to take action if talks this week fail to resolve the bitter argument over how many tonnes of special Community steel can be imported into the United States.

The steel is in 16 different categories which have been making enormous inroads into the American market in the past two or three years. Sales have risen from about 200,000 tonnes in 1981 to more than 630,000 last year. This year the figures are rising even more sharply because American importers have been benefiting from the strength of the dollar.

Under intense pressure from the American steel industry, the US Administration has told the Community it must agree to reduce its steel exports in these categories significantly.

Mr Paul Channon, the British minister at yesterday's meeting said: "The United States is trying to strike a ridiculously hard bargain." Its attitude was "extremely unsatisfactory". The Community had to be ready to retaliate as soon as its steel imports were blocked.

The United States wants to hold down EEC sales in these categories to about 400,000 tonnes.

Negotiations are continuing. Community steel ministers meet in Brussels tomorrow to review progress.

## W German union hits at Scargill

From Frank Johnson  
Bonn

West Germany's miners' union (the IGBE) yesterday accused Mr Arthur Scargill, the NUM president, of setting up a new international miners' union with Soviet backing to "smash the free and democratic miners' international".

The IGBE issued a statement saying that such a policy lay behind a meeting which Mr Scargill will chair in Paris on September 21 and 22 and which will be the founding congress of the new organization. The meeting would be attended by representatives of miners' unions from the Eastern bloc as well as Western miners' union officials who are also Communists.

Accompanying the IGBE statement was an advance copy of an article which will appear in the August issue of the West German union's newspaper *Einheit* (Unity) and which says that Mr Scargill is serving only as a Western advertisement board for the Communist policy of undermining democratically oriented trade unions.

The article, which has the headline "Massaged in Moscow in March", says that, at a meeting in Moscow on March 25, Mr Scargill, without informing his NUM executive, had talks with the Soviet miners' union leader, Mr Mikhail Serebry, and a French Communist miners' union official, M. Alain Simon, about setting up the new international body. M. Simon would be its secretary.

What the three agreed was confirmed at a meeting in Budapest on May 10.

## Concession to Falashas

Jerusalem (Reuters) - Ethiopian Jews, angered because they have not been fully recognized as Jews in Israel, yesterday won a concession from rabbis who have demanded they undergo conversion rites guarantee their Jewishness.

After meeting the Prime Minister, Mr Shimon Peres, Israel's two Chief Rabbis said in a statement that the new immigrants, like other Jews, would be required to take a symbolic ritual bath only before marriage in cases where their Jewishness was doubted.

Chief Rabbi Avraham Shapira and Mordechai Eliahu had previously demanded that the entire community of 15,000 Ethiopian Jews known as Falashas (strangers), take a mikveh (ritual bath).

It was not immediately clear whether the concession would satisfy the immigrants, brought from the famine hit Horn of Africa in a secret airlift. They have been protesting against the rabbis for weeks.

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## Two face Greenpeace murder charges

Wellington. - A man and a woman were arrested yesterday on charges relating to the bombing of the Greenpeace flagship Rainbow Warrior at Auckland earlier this month (Our Correspondent writes).

They will appear in court today charged with murder, arson and conspiracy to commit arson. Their names were not released.

A photographer who was on the Rainbow Warrior, Fernando Pereira, a Dutch citizen, was killed in the explosions which destroyed the ship on Monday, Mr David Lange, the New Zealand Prime Minister, said he knew who was responsible for the sabotage and why it was done but proof was lacking.

## Lifeline reaches trapped ship

Moscow (AP) - The 53 crew of the Soviet research vessel Mikhail Gromov, trapped in Antarctic ice, had their first contact with the outside world in almost two months when a helicopter landed alongside bringing letters from home and sleeping bags and tents should they eventually abandon ship and camp on the ice floe.

The helicopter came from the icebreaker *Vladivostok*, which is slowly chopping through ice up to 5 ft thick to reach the stranded vessel, Tass reported.

## Action plan

Panama City (Reuters) - The four-nation Contadora group of Mexico, Panama, Colombia and Venezuela ended a two-day meeting of foreign ministers with a plan of action to revive its flagging Central American peace initiative. It will be presented to the five Central American governments in early August.

## Chess battle

Amsterdam (Reuters) - A win by Dutch grandmaster Jan Timman over Slobodan Marjanovic of Yugoslavia, moved him to only one point behind Anatoly Karpov, world champion, the leader after seven rounds of the OIRA chess tournament here. Britons Tony Miles and John Nunn drew their game.

## Poison theory

Cannes (Reuters) - The son of Pakistan's executed former Prime Minister, Zulfikar Ali Bhutto, found dead in his apartment here last week, may have been poisoned, friends of his family said. The body of Shahnawaz Khan Bhutto showed signs of death by poisoning.

## Motorway toll

Dierdorf (AFP) - Five people were killed when a Great Dane wandered across a motorway near Koblenz. A driver hit it and got out. A second driver stopped to help but a third car hit the dog's body, ran over both men and ploughed into their cars.

## \$1m jackpot

Inglewood (AFP) - An unemployed Californian farmworker, Rodolfo Salguero, aged 47, picked all nine winners at the Hollywood Park race track and scooped a \$1 million jackpot. He picks winners "by the speed of the horse and who's riding" he explained.

## Holy smugglers

Prague (AP) - Three Slovaks caught while crossing from Poland over the frozen Dunajec last February with 200 wooden rosaries, 400 crucifixes and chalices, have been jailed for smuggling for up to five and a half years, a regional newspaper reported.

## Drug charges

Sydney (Reuters) - Australian police laid 17 drug charges against James Shephard, 43, an alleged former key member of the "Mr Asia" international drug syndicate and extradited at the weekend from the United States. He was remanded in custody.

## Border wall

Kuala Lumpur, (AP) - Malaysia plans to build a barrier of concrete walls and barbed-wire fences along its 375-mile border with Thailand. Parliament was told. It would help keep out communist guerrillas and smugglers of drugs and arms.

## Helsinki miss

Helsinki (Reuters) - Former Finnish President Urho Kekkonen, aged 84, one of the main architects of the Helsinki accords on European security, is not well enough to take part in next week's tenth anniversary celebrations, his son Matti said.

## Aids air ban

Sydney (Reuters) - Until an industry-wide policy is formulated, Australia's two main domestic airlines, TAA and Ansett, have placed an interim ban on passengers known to be carrying the incurable killer disease Aids.

## MPs from two Koreas finally meet

Panmunjom (Reuters) - MPs from North and South Korea met yesterday for the first time in 40 years to arrange talks on reunifying the Korean peninsula, but failed to agree on an agenda.

After more than two hours of talks in Panmunjom, a border village, the two sides agreed in principle for plenary sessions between 11 MPs from each side to be held alternately in Seoul and Pyongyang.

North Korea said it would not refuse to discuss a southern proposal for drafting a unified constitution for Korea, divided since the 1950-53 Korean War. But the South refused to agree to a northern proposal for a non-aggression pact, saying it should be discussed by government authorities.

The chief northern delegate, Mr Jon Kum-Chol, said: "We are not against the discussion of the question of instituting a unified constitution demanded by your side... though we consider that the question of publishing a joint declaration of non-aggression must naturally be the agenda item of top priority at parliamentary talks."

His opposite number, Mr Kwon Jung-dal, said: "Today's meeting was just the opening ceremony for parliamentary talks. We will try hard to narrow differences in future talks."

Mr Kwon said the northern demand for a non-aggression pact seemed to be aimed at realizing tripartite talks, including the United States, on the Korean issue. Pyongyang has proposed the talks to discuss the withdrawal of about 40,000 US troops based in the South.

Seoul and Washington have rejected the proposal on the grounds that the Korean problem should first be dealt with by the two Koreas. Delegates agreed yesterday to meet again on September 25 but did not set the venue.

● **SEOUL:** Nine dissidents connected with the production of an underground publication were arrested yesterday on charges of violating the national security law (AP reports).

## Juan Carlos out of hospital after operation

Barcelona (Reuters) - King Juan Carlos of Spain left hospital yesterday after a minor pelvic operation, the royal household said.

In Madrid, the Foreign Ministry accompanied by Queen Sofia, will make a state visit to Britain during the first half of next year.

## Hopes grow for Punjab deal

From Richard Ford, Delhi

A series of meetings between government ministers and leading members of the Sikh Akali Dal party raised hopes yesterday that a solution to the four-year crisis in Punjab maybe in sight.

The Indian Prime Minister, Mr Rajiv Gandhi, met Sant Harchand Singh Longowal after inviting him to the capital for talks.

The two met alone for 30 minutes in the morning and the talks ended on an optimistic note, with a Government spokesman saying: "The meeting went well." The talks broke a 14-month impasse in which there had been no official meeting between leaders of the Sikh community in Punjab and the Prime Minister.

After the meeting with the Prime Minister, Sant Longowal and two aides had two meetings

with the Cabinet sub-committee on Punjab.

Though the talks were described as being preliminary, it is significant that the Prime Minister was involved and it is unlikely either side would have agreed to meet if there was no possibility of some breakthrough.

Last night Mr Gandhi held a meeting of the Cabinet's political affairs committee, which has been closely involved in moves to solve the Punjab problem. In Sant Longowal the Government believes it has a man with whom a settlement can be reached, especially as he has insisted that a solution must be within the framework of the Constitution. He has also said he did not favour an independent Khalistan, the demand of the extremists - and has condemned terrorist violence.

● **Judge's mission:** The judge hearing the inquiry into the Air India Boeing 747 disaster off the Irish coast is to leave Delhi today for the Irish Republic.

Mr Justice B. N. Kirpal will visit Cork and examine the wreckage that has been recovered from the seabed before taking evidence from experts.

The Government has met five of the Sikhs' seven demands. The aim has been to achieve a positive response from the Akali Dal and so speed the process of normalization.

The Government has, among other things, agreed to hold an inquiry into the riots in November after the death of Mrs Gandhi, in which hundreds of Sikhs died. It has ordered the release of 1,371 Sikh detainees and has lifted the ban on the All-India Sikh Students' Federation.

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## Right-wing rally to hear Thatcher

From Michael Binyon  
Washington

World conservative leaders are meeting here tomorrow for their first conference since the establishment two years ago of the International Democrat Union (IDU), the conservative equivalent of the Socialist International. Mrs Margaret Thatcher will deliver the keynote address at a dinner for the 140 party leaders and observers from 30 countries.

The British Prime Minister is one of seven heads of government attending the two-day meeting. The others are the Prime Ministers of Norway, Denmark, Jamaica, Belize, Grenada and Dominica. Chancellor Helmut Kohl, of West Germany, who attended the founding conference in London, was to have come, but instead the West German Christian Democrats will be represented by Herr Franz Josef Strauss of Bavaria and Herr Bernhard Vogel of Rheinland-Palatinate.

Vice-President George Bush will represent the US Republican Party, one of the 22 member parties, and Mr Casper Weinberger, the Defence Secretary, will address the conservative leaders.

Dr Alois Mock, leader of the opposition Austrian People's Party and the chairman of the IDU, will open the meeting in a Washington hotel. The main discussions will centre on the promotion of democracy in the world, the Strategic Defence Initiative, denationalization, and fighting youth unemployment, drug abuse and terrorism.

Public prosecutor's office is continuing its investigations into the background to the disaster and has warned more 40 individuals they are under investigation for possible criminal offences.

Dr Francesco Simeoni, the chief public prosecutor, has also revealed that a technical inspection will be carried out later this week with special sounding apparatus to try to ascertain how long it took to build the earthworks and whether the work was done without authorities. The reservoirs have been the responsibility of three different companies since 1968.

Dr Luca Turco, the examining judge in Cavalese, close to here, has carried out his own investigation into the presence of Friulian technicians at the reservoirs only hours before the disaster. There have been suspicions that they were aware that something was going wrong.

Dr Turco has said, however,

that to him this would be strange. He was at the scene an hour after the disaster. The men had interrupted their work to eat lunch, but in a perfectly normal fashion.

"And then," he added, "we must remember that the daughter of one of the head technicians died. She lived in one of the hotels destroyed on Friday. If her father had had any fear, he certainly would not have left her there."

Tesoro himself presents a calm and dignified exterior, but the hidden emotions are strong. And they are coming to the surface as these people, who lost 69 of their friends, and relatives on Friday, emerge from the first state of shock.

This was clear at the funeral service on Monday night in the church of Steve overlooking the disaster valley as the townspeople buried the 34 members of their community who had been identified.

Don Giovanni Coudi, their arch-priest, delivered a homily

that was worded with calm. He said the victims had died because of "a grave injustice", but added that they had passed to the Kingdom of Heaven. Nevertheless he could not bear to pronounce their individual names.

Signor Adriano Jellici, Tesoro's Mayor, who had yesterday spent three days without sleep, has been served with one of the prosecutor's documents informing him that he is under investigation. His entire municipal council, however, including the Opposition, has expressed solidarity with him.

He said: "We must suffer this burden and have faith even if we do not forget human guilt."

"There are those who speak of a valley bearing a curse. It suffered the flood of 1966, the collapse of 1969 of the Cornis ski-lift, and now this catastrophe."

"I am faced with a horrible question: Will the very mountains collapse on us? What, after all, is there still to fall?"

## Italian politicians demand action to prevent more disasters

From Peter Nichols  
and Colin Hughes  
Tosero

The consequence of the disaster in the Stave valley which cost some 200 dead, have shifted the political arena with calls for national action aimed at preventing more such tragedies.

Signor Giuseppe Zamberletti, the Minister for Civil Defence, told Parliament on Monday that the causes of the collapse of the two reservoirs were human failing and not natural. He ruled out the theory, which he voiced immediately after the disaster, that heavy rainfall in the previous week might be to blame.

Signor Zamberletti has received widespread praise for his work in co-ordinating the rescue operation, but he now insists that full weight must be applied to a fresh policy aimed at anticipating disasters rather than dealing - however efficiently - with the havoc they leave behind them. More than

4,000 men of the Alpine Regiment, firefighters and other civilian helpers have been at work since Friday's disaster.

The Army has begun to withdraw some of the men sent in to deal with the first effects of the catastrophe but their withdrawal will not lower substantially the total of troops in the area. Those withdrawn will be replaced by specialists, including army engineers better trained for this aspect of the work of searching for corpses, clearing the debris, and of making the whole area more secure.

Two areas of responsibility are under investigation: the supervision by the regional and provincial administrations politicians and civil servants; and the activities of the owner and technicians of Praelpi, the company which ran the quarry and reservoirs. An additional question is why basic national legislation for regulating environmental planning should have been before Parliament

for many months without even being debated.

The opposition Communist Party has tabled a motion calling on the Government to set up a special inquiry to see whether other potential dangers exist in the country. A Communist spokesman Signor Biagio Virgili, said: "We cannot contain a certain perplexity when facing the fact that three days from the disaster not one of those presumed to be responsible is in prison, and not one of the civil servants should have felt the civic and moral duty to hand in their resignations. This is not a comforting beginning."

Signora Nilde Iotti, the communist presiding officer of the Chamber of Deputies, said in a brief address before Signor Zamberletti's report: "We must identify the responsibilities for disasters of this kind before, not after, the deaths of hundreds of our fellow-citizens."

Meanwhile, in Trento the

public prosecutor's office is continuing its investigations into the background to the disaster and has warned more 40 individuals they are under investigation for possible criminal offences.

Dr Francesco Simeoni, the chief public prosecutor, has also revealed that a technical inspection will be carried out later this week with special sounding apparatus to try to ascertain how long it took to build the earthworks and whether the work was done without authorities. The reservoirs have been the responsibility of three different companies since 1968.



## Gromyko underscores Kremlin line on Israel's right to exist

From Richard Owen, Moscow

Against a background of continuing Soviet-Israeli contacts, President Andrei Gromyko was reported yesterday by Moscow radio's Hebrew service to have reiterated Israel's right to exist. The radio did not make clear when Mr Gromyko had made this assertion however, and Tass quoted him as strongly attacking Israeli policies.

In talks with a visiting delegation from Marxist South Yemen, Mr Gromyko, making his first major foreign policy statement since leaving the Foreign Ministry three weeks ago, accused America and "its strategic ally, Israel," of trying to draw the Arab states into "dangerous separate deals," burying the idea of an independent Palestinian state and blocking a just and comprehensive settlement in the Middle East.

Much to Moscow's annoyance, reports of a secret meeting in France between the ambassadors of Israel and the Soviet Union were leaked last week and broadcast by Israeli radio. It was subsequently confirmed that there had been discreet Soviet-Israeli discussions for some time in various capitals.

On Saturday Tass dismissed as "mythical" and "a fabrication" the suggestion that the Soviet Ambassador in Paris, Mr Yuli Vorontsov, had offered a deal under which Moscow would increase Jewish emigration from Russia and resume diplomatic relations with Israel provided Israel refrained from anti-Soviet propaganda.

President Gromyko's remarks were seen by diplomats yesterday as a classic restatement of the Soviet position, Moscow was among the first to recognize the Jewish state when it was founded, but broke off relations in 1967 and has kept up a barrage of attacks on Israeli policies and actions ever since.

Diplomats said Russia was exploring the possibility of restoring relations with Israel as a way of getting back into the Middle East peace process, from which it has been excluded since 1973. The move would also ease one of the main sources of tension in Soviet-American relations as Mr Gorbachev and President Reagan prepare for their November summit.

Mr Yitzhak Shapir, the Israeli Foreign Minister is expected to meet the new Soviet Foreign Minister Mr Eduard Shevardnadze, at the United Nations in the autumn.

There were hopes when Mr Gorbachev came to power in March that he would make concessions on human rights, including Jewish emigration, and Mr Shimon Peres, the Israeli Prime Minister, called on Mr Gorbachev to end the "unacceptable and inconvenient" state of relations between Israel and Russia.

Although one or two concessions to Jewish culture have been made, Jewish emigration from Russia last month dropped to a record low 37, the lowest figure since last October's 29.

British MPs who visited Moscow last week said there were 300,000 "refuseniks" here and 300,000 more who were afraid to apply for exit visas.

A delegation from Libya withdrawn from the imminent Moscow Youth Festival, ostensibly because a delegation from the Israeli Communist Party is taking part but possibly also because of the reported Soviet-Israeli rapprochement.

## Denmark's peace shattered by bombs

From Christopher Follett, Copenhagen

Danish police are still hunting those responsible for Monday's bomb attack on an American airline office and a synagogue complex in central Copenhagen, which left 27 injured. Six foreign nationals arrested for questioning were released without being able to help the investigation.

Denmark, unaccustomed to terrorist attacks, has reacted with shock to the three explosions which rocked the capital.

The liberal Copenhagen newspaper *Politiken* described the blast as "hateful and criminal acts" and expressed fear that the action, committed against innocent people, might set off a wave of anti-foreign sentiment in a country which saw its intake of refugees, mainly Iranian deserters from the Gulf War, increase twelve fold last year.

Copenhagen's conservative daily *Berlingske Tidende* referred to it as "the work of professional terrorists", echoing the sense of shock felt by Danes.

After an emergency meeting of Denmark's National Security Committee, attended by the ministers of justice, foreign affairs and defence, as well as top ministerial, secret service and police officials, Mr Poul Schlüter, the Prime Minister, announced that security was to be tightened inside the country and border posts and ports.

Efforts would be made to protect the country's 10,000 Jews.

The Shia Islamic Jihad organization claimed in a telephone call to international news agencies in Beirut that one of its Scandinavian cells was responsible for attacks as a reprisal for an Israeli assault last weekend on a south Lebanese Muslim village.

Five of the 27 wounded in Copenhagen are still in hospital. The condition of one, an Algerian, is said to be critical.



Herr Robert Duerr, standing, deputy chairman of Austria's farmers' union, prepares to open a bottle of untainted wine at yesterday's news conference in Bonn on the Austrian wine scandal.

## Wine scandal threat to minister

Bonn (Reuters) - Austria's farmers' union has called for the resignation of the Agriculture Minister, Herr Günter Haiden, over the scandal of millions of litres of Austrian wine laced with a toxic chemical used in vehicle antifreeze.

Herr Robert Duerr, deputy chairman of the union, said the Austrian authorities had not conducted proper checks on suspect wine and failed to act quickly enough when the scandal broke in Austria in late April.

"The wine supervisory authorities are answerable to Haiden. He should resign, because he has failed in his official responsibilities," Herr Duerr told a news conference in Bonn yesterday.

Farmers' union officials said they had travelled to Bonn to secure a wider hearing for their case and to try to undo some of the damage the scandal caused to reputable vintners.

The adulterated wines, which came mainly from the Burgenland province, have been found in Switzerland, The Netherlands, Britain, France, Greece, Poland and North America.

Herr Duerr and Herr Michael Gruber, chairman of the union's wine industry committee, said they believed a "wine mafia" was operating in Austria, doctoring vintages to improve quality and profits, with the backing of "high-ranking" politicians.

Legal proceedings are under way in Austria against more than 30 wine merchants in connection with the scandal.

VIENNA: Herr Haiden yesterday called for enactment of Europe's toughest wine

purity law as authorities confiscated 550 more bottles of the tainted wine (AP reports).

The latest seizure, from a company in Styria, provided the total of impounded wine in Austria to 42,520 hectolitres (1.3 million gallons).

ATHENS: Greece has banned the import of 17 Austrian wines containing the chemical, Commerce Ministry sources said yesterday (Reuters reports). They said the wines were bottled in West Germany and then exported to Greece.

A hunt has been launched in the North of England to find bottles of the doctored Austrian wine as officials warned there could be thousands in circulation.

Two more bottles were found yesterday by consumer protection officers with South Yorkshire Council.

## Welcome in Athens for clearing of airport

From Marie Modiano, Athens

The lifting of the official American warning against travel through Athens airport after last month's TWA hijacking, was greeted with relief by the Greek tourist industry, which estimates its losses from the American Boycott at well over \$200 million.

Worst hit have been luxury hotels and sea cruises, which rely mainly on well-to-do American tourists. They suffered about 40,000 cancellations in the past five weeks, but Athens hotels also complain of a serious drop in advance bookings for the 1986 and even 1987 season.

Mr Andreas Papanicolaou, Chairman of the Greek Passenger Ship Owners Association, said total damage to hotels and cruises throughout Greece this year was likely to be in the range of \$300 million.

"We had a considerable number of cancellations by Americans," he said, "but now that the measure has been lifted we hope to retrieve some of the lost trade. Some of the cancellations were made on the assumption that, if the advisory was revoked before the end of July, the options would be taken up again."

Although the Americans represent only 8 per cent of the total number of tourists, they are believed to contribute more than one-fifth of the annual tourist revenue which stood at \$1 billion last year.

The 630-room Athens International Hotel alone reported cancellations for 15,000 room-nights, and it was only thanks to this setback that they were able to offer 500 rooms at short notice to the Covent Garden Opera which performed in Athens last week.

The US sanctions were prompted by Washington's irritation that the Greek Government had systematically ignored earlier American advice to strengthen its security at Athens airport. Many Greeks believe, however, that the boycott was more in the nature of vengeance against the Government's defiant foreign policy initiatives.

The warning was lifted by the US Government 48 hours after a recent confirmation from a Federal Aviation Administration team which inspected Athens airport, that the Greek authorities had complied with security recommendations and Athens airport now met with international security standards.

Mr Nikos Skoulas, secretary-general of the Greek tourist organization, who is in the US at the head of a delegation to drum up support for Greek tourism, said he was gratified by the lifting of the embargo.

## Rifkind seeks Moscow contracts

By Henry Stanhope

Diplomatic Correspondent

A number of big contracts for British firms are said to be "in the pipeline" as Mr Malcolm Rifkind, Minister of State at the Foreign Office, flies to Moscow today for high-level talks.

Some of them stem from last December's visit to Britain by the Soviet leader, Mr Mikhail Gorbachev, who called on a variety of companies which interest the Russians.

The Government is optimistic about the prospects, if only because of Mr Gorbachev's comment that Anglo-Soviet trade should be increased by up

to 50 per cent. This would bring it more into line with the flow of business between Moscow and other West European capitals.

Soviet concern over President Reagan's Strategic Defence Initiative (SDI) is expected to dominate East-West discussions between Mr Rifkind and his opposite number, Mr Georgi Kornienko, the Soviet First Deputy Foreign Minister, who was at one time tipped as the man most likely to succeed Mr Gromyko.

This series of talks between them - the third of its kind in three years - signifies that the improvement in Anglo-Soviet

relations is back on course, despite the expulsion of five Russians for spying last spring.

Mr Rifkind will also pave the way for next week's first meeting between Sir Geoffrey Howe, the Foreign Secretary, and Mr Eduard Shevardnadze, who succeeded Mr Gromyko.

The two foreign ministers will be meeting "in the margins" of the 10th anniversary celebrations of the Helsinki Final Act treaty on security and human rights.

Mr Rifkind is expected to reflect Britain's disappointment that the Final Act has not secured more concessions on human rights by Moscow,

## Turkish torture 'widespread'

By Edward Mortimer

reports of what has happened under all administrations in Turkey" from the early 1970s to May 1985.

Thirteen of these detailed case histories - those of seven women and six men - form the body of the report. All of them are first-person accounts by released prisoners of their experiences in detention, except the last which is a short account by a widow of the effects of torture on her husband.

Methods of torture mentioned include electric shocks, *falaka* (beating the soles of the

feet), burning with cigarettes, hanging from the ceiling by hands or feet for prolonged periods, punching, kicking and assaults with truncheons, sticks and iron rods on all parts of the body, including the sexual organs.

Continuing reports of torture during recent months "point to the fact that the pattern has shown no significant change during the first part of 1985".

Turkey: *Testimony on Torture* is available from Amnesty International, 5 Roberts Place, London EC1R 0EL, price £2.95.

## Students on march after Ershad lifts campus ban

Dhaka (Reuters) - Hundreds of students demonstrated on the campus of Dhaka University yesterday, demanding free political activity, the release of detained politicians and autonomy for Bangladesh's six universities.

They marched, shouting slogans, as the university and three others re-opened. The universities were closed in March when President Ershad re-imposed martial law, banned political activity and dissolved student unions. Hundreds of

political and student leaders were jailed.

President Ershad rescinded his closure decree after meeting university vice-chancellors on Thursday. The nation's two other universities defied the ban and re-opened last month.

Police stationed near campuses were put on extra alert after three bombs exploded on the Dhaka campus on Monday. No one was hurt.

University authorities have set out new rules to maintain peace and order in halls of residence.

## Law Report July 24 1985 House of Lords

### 1662 earldom revived after 193 years

Earldom of Annandale and Hartfell  
Before Lord Keith of Kinkel, Lord Scarman, Lord Brightman, Lord Templeman, Lord Alderson, Lord Caccia, Lord Bessick and Lord Crampton of Alloway, QC  
[Speeches delivered July 23]

The Committee for Privileges of the House of Lords considering the petition presented to her Majesty by Patrick Andrew Westwood Hope Johnston of Annandale and that life, praying that her Majesty might admit his succession to, and declare him entitled to, the title, style and dignity of Earl of Annandale and Hartfell in the peerage of Scotland, created by King Charles II in 1662, proposed that it should report to the House that the petitioner had made out his claim.

Mr John Murray, QC and Sir Crispin Agnew of Lochnaw (of the Scottish Bar) for the petitioner; Lord Cameron of Lochbrook, QC, Lord Advocate and Mr J. G. Reid (of the Scottish Bar) for the Crown.

LORD KEITH said that the petitioner was a descendant, partly through females, of James, first Earl of Annandale and second Earl of Hartfell ("the first earl") whose father was by King Charles I created Lord Johnstone of Lochnaw in 1663 and Earl of Hartfell by letters patent in 1661, with precedence according to letters patent creating his father Earl of Hartfell in 1643.

Those recited *inter alia*, that another Earl of Annandale had died without heirs male of his body so that a patent of that title and dignity (granted in 1624) had come to the king's hands and that no one was so worthy as the first earl to enjoy that title.

The letters accordingly created as Earls of Annandale and Hartfell, Viscounts of Annandale and Lord Johnstone and Lochwood, Lochmaben and Evandale, the first earl "and his heirs male whom fulfilling the eldest born male of his body, and the heirs male of the body of the said eldest born male female legitimately begotten... and their heirs whatsoever" of the first earl.

The first earl died in 1672 and was succeeded by the heirs male of the body of the first earl became extinct.

A claim was thereupon advanced by James, third Earl of Hopetoun, who was the grandson of the first earl's eldest granddaughter. Following the death of that claimant a claim was presented by his daughter Lady Anne Hope Johnstone and was subsequently pursued by her son and grandson. Those claims which were all unsuccessful were founded upon the letters patent of 1661.

They depended for their success upon establishing that, upon a true construction, the words "heirs male" in the destination of the peerage thereby created meant first male of the body of the first earl, not his heirs male general, with the consequence that upon the extinction of heirs male of the body the succession opened to the eldest son of the first earl, and the heirs male of the body of such eldest son, female. The Committee for Privileges rejected that construction in 1844 and again in 1879.

The present claimant relied not upon the letters patent of 1661 but upon a Signiture under the sign manual of King Charles II dated April 23, 1662 and a Charter under the Great Seal of Scotland following thereon and bearing the same date.

His contention was that that Charter brought a new creation in favour of the first earl of the Earldom of Annandale and Hartfell, separate from and independent of the creation brought about by the letters patent of 1661. The Charter which was in Latin, detailed a great many lands, some of which were held by the first earl directly of the Crown and others of which he had acquired by purchase, and recited that they had been resigned for new investiture.

It then proceeded of new to grant all those lands to the first earl and the heirs male lawfully begotten or to be begotten of his body, whom failing to his heirs female carrying the name and arms of Johnstone, whom all failing the nearest heirs and assigns whomsoever of the first earl.

The petitioner's pedigree and status as heir male of the body of the first earl, and also the fact of extinction of heirs male of the body of the first earl, were accepted without the requirement of formal proof, as suggested by the Lord Advocate in his report to her Majesty.

The Charter then embarked upon a new clause introduced by *et similiter* which contained the recitation of the lands into a territorial earldom *cum titulo stylo et dignitate comitis*.

The first matter to be considered in resolving that issue was whether or not any precedent existed for the royal creation of a second title of nobility in the same name as that of an earlier creation. That question must be answered affirmatively, the best known example being the Earldom of Mar where there were now two holders of a title of the

same name recognized as eligible to sit in their Lordships' House.

It was therefore within the legal competence of the sovereign to grant the same title of nobility to more than one person concurrently, or to grant a title of nobility to an individual on more than one occasion without there having been any resignation of the prior grant, and that the subsequent grant might be on a different destination from the earlier one.

The question was whether the Signatures and Charter of 1662 upon their true construction demonstrated the royal intention of making a new grant of the title and dignity of Earl of Annandale and Hartfell. The conveyancing procedure followed was, in accordance with the practice of the time, apposite for the grant of a title.

The Signatures were superseded by the royal sign manual and then by the Charter of 1662, and demonstrated the royal intention of making a new grant of the title and dignity of Earl of Annandale and Hartfell with the dignity of an earl having the precedence of the earlier peerage of Earl of Annandale and Hartfell.

The Charter itself followed the terms of the Signatures and duly passed the Great Seal of Scotland. There was no doubt that there had been an earlier creation of peerage dignities of the same name, the Charter would have been completely effective to make a first creation of Earl of Annandale and Hartfell.

Many charters of the period contained a grant of lands, followed by the creation of three lands into a territorial lordship, mansion and dignity was introduced by the preposition *cum*, which the general conveyancing practice of those

times indicated was quite regularly used to add to a title, and was particularly so in the case of a territorial dignity of considerable importance.

His Lordship concluded that in the present case the circumstances that mention of the title and dignity of an earl was introduced by *cum* and that the title and dignity was not directly made the object of words conveying a grant was not inconsistent with the intention to create a peerage dignity from "one" to "another".

It was clear that the king by the 1662 Charter intended to end the creation, not only the territorial creation of Annandale and Hartfell, but also the new title, style and dignity of Earl of Annandale and Hartfell to go with it upon the same destination.

It followed that just as the title of Annandale might have followed a different destination from that of Hartfell, so might that of Annandale and Hartfell have followed a different destination from "one" to "another".

The findings of the Committee for Privileges, adopted by the House in the proceedings of 1844 and 1879 relating to claims by the petitioner's ancestors, did not constitute a bar to the petitioner's claim: since no attempt was made in the earlier proceedings to rely on the Charter and Signatures of 1662.

The question now at issue was not then considered or decided, and the nineteenth-century proceedings could properly be treated as different from that of the present claim. Moreover, it was well settled in the law of Scotland that heritable rights and rights of blood did not prescribe unless there had been adverse possession. The conclusion therefore was that the petitioner had made out his claim.

Lord Scarman, Lord Brightman and Lord Templeman agreed.

Solicitors: Messrs J. C. & A. Stewart, Edinburgh.

## Involuntary advertiser must remove posters

Preston v British Union for the Abolition of Vivisection

A defendant whose business was being advertised but who was not responsible for posting up the advertisements, was not entitled to rely on section 10(3) of the Town and Country Planning Act 1971 as a defence to failing to remove those advertisements himself, the Queen's Bench Divisional Court (Lord Justice Watkins and Mr Justice Mann) held on July 15, allowing a prosecutor's appeal by case stated against a decision by the Derby Justices to dismiss the prosecution.

MR JUSTICE MANN said that the display of advertisements was a continuing condition giving rise to one offence only - a continuing condition. The acquisition of knowledge of the display by the person whose business, on contrary, was being advertised would preclude him from relying on the section.

There were good policy reasons for giving local planning authorities the power to secure the removal of advertisements by the person whose business was being advertised rather than through the taxpayer.

**Today's interest rates for five full years. Even if other rates go down. 9.28% pa. TAX-FREE.**

**And the beauty of it is, you don't need capital to start.** If you have between £20 and £200 a month to save, fill in the coupon and we will send you full details and an application form. Or phone (0272) 290871. To National Savings, Yearly Plan Section, FREEPOST, Durham DH99 1BT.

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
POSTCODE \_\_\_\_\_



**National Savings YEARLY PLAN**

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# Prisoner of apartheid

Samuel Dash, in a rare interview with black activist Nelson Mandela, found that 23 years in jail have left his fighting spirit undimmed

When I travelled to South Africa last January to speak at a conference on the sentencing of criminal offenders, I hardly expected to become the first American permitted to visit and interview Nelson Mandela, the imprisoned leader of the banned African National Congress.

I made it clear in my speech that I considered South Africa's apartheid system to be an unacceptable basis for criminal punishment, and I was aware that the South African Government had rejected only days earlier a request by the visiting Senator Edward Kennedy to see Mandela.

It thus came as a surprise when, during a meeting in Cape Town, M. J. Coetzee, the South African Minister of Justice, agreed to seek Cabinet approval for my wife and I to interview Mandela during a tour of prisons that would be arranged for me as a professional in the field of criminal law. Coetzee telephoned the next morning to say the visit would begin immediately.

The man most black South Africans look up to as their leader has been missing from the scene since August 1962 for leading the African National Congress's armed resistance to the apartheid system. The name of Mandela has grown into legend during his confinement, assuming an almost mythical importance in the litany of the nation's defiance. Yet he is visited regularly only by his family, and he remains unseen by his millions of supporters.

Mandela is at present being held at Pollsmoor Prison, a modern penitentiary about 45 minutes' drive from Cape Town. He was moved there in 1981 after spending nearly 20 harsh years on Robben Island, the notorious maximum-security facility just off the South African coast. Arriving at Pollsmoor about noon, I was driven several blocks through the sprawling tan-brick compound to the five-storey building where Mandela and five other African National Congress leaders occupy a top-floor cell.

I was ushered into the carpeted first-floor office of a major in South Africa's Correctional Service, and had waited there only a few moments when Mandela hurried in, welcoming me graciously. He is a tall, slim, handsome man, who looks far younger than his 66 years. Dressed in his own well-fitted khaki shirt and trousers rather than a regulation blue denim prison uniform, he appeared vigorous and healthy, with a calm, confident manner and dignified bearing that seemed incongruous in our prison surroundings. Indeed, throughout our meeting I felt that I was in the presence not of a guerrilla fighter or radical ideologue, but of a Head of State.

It was also clear that Mandela is not treated as an ordinary inmate by the prison authorities. The major, who was present during the two-and-a-half-hour interview, and several South African guards and officials who escorted me to the meeting, accepted Mandela's firm, courteous instructions as though he were their superior, unlocking gates and opening doors at his command as he led me on a tour of his building.

From the outset Mandela demonstrated a knowledge of current affairs that belied his many years in confinement. In greeting me, he complimented me on my former role as counsel to the Senate Watergate Committee, and commented at length about the proceedings of the conference I had just attended. He also talked knowledgeably about the Geneva arms talks, which he follows with interest.

Turning to the problems of South Africa, Mandela left me with no doubt that, although he intended his statements for my ears, he wanted me to relay them to the white authorities. I did not take notes during the interview, but Mandela's responses to my questions are reconstructed below.



South Africa's face of freedom: Nelson Mandela pictured while imprisoned on Robben Island

## Mandela, leading a nation in chains

The name of Nelson Mandela is daubed on walls in South Africa's black ghettos. It is chanted at the funerals of blacks killed by the police. It is the national and international symbol of black resistance to apartheid.

The man who has become such an inspirational figure was born in 1918, the eldest son of an Xhosa (next biggest tribe to the Zulus) chief in what is now the nominally independent homeland called Transkei. After training as a lawyer, he joined the African National Congress in 1944 and was a leader of the Congress's non-violent campaigns against apartheid during the 1950s.

After police killed 69 unarmed black protesters at Sharpeville in 1960, Mandela and other Congress leaders abandoned increasingly their hopes for peaceful change. In 1961 they formed the Congress's military wing, Umkhonto we Sizwe, The Spear of the Nation. Mandela evaded arrest, earning the nickname "The Black Pimpernel", until August 1962, when he was jailed for five years for incitement and leaving the country illegally. In 1963 he was tried

I asked Mandela if he took hope from the Government amending laws banning interracial marriage and easing laws that limit black entry into urban areas. He smiled: "You are speaking about pinpricks", he said. "Frankly, it is not my ambition to marry a white woman or to swim in a white pool. The central issue is political equality."

"Our programme is clear", Mandela went on. "It is based on three principles: a unified South Africa - no artificial 'homelands'; black representation in the central Parliament; no membership in the kind of apartheid assemblies that have been newly established for the Coloureds and the Asians; and one man, one vote."

I asked Mandela how his programme would affect South African Whites, many of whom fear that political equality will mean subjugation at the hands of an embittered black majority. He stressed that this was an essential concern of the African National Congress's leadership. "Unlike white people anywhere else in Africa, Whites in South Africa belong here, this is their home", Mandela said. "We want them to live here with us and to share power with us."

Speaking energetically in a soft British accent, Mandela emphasized that balance and restraint were essential to the task of dismantling apartheid and

again, along with other underground leaders, and in 1964 was jailed for life for sabotage, which he openly admitted. At his trial Mandela spoke of "the ideal of a democratic and free society in which all persons live together in harmony and with equal opportunities". "It is an ideal which I hope to live for and to achieve, but if need be I am prepared to die".

In the absence of Mandela and his colleagues, the African National Congress has continued its campaign of armed resistance, directing guerrilla operations from its exile headquarters in Zambia. Inside South Africa it is illegal to do or say anything that might aid the Congress, which South African authorities contend is controlled by its Communist members and by the Soviet Union. Yet, the Congress remains the principal custodian of black yearnings for equality.

Last January, State President P. W. Botha offered to release Mandela if he renounced violence, an offer Mandela could not accept without dividing his own organization and seeming to

building a cohesive multiracial society. Noting the difficulty, for instance, of integrating Johannesburg's white urban areas and outlying black townships after a century of segregation, Mandela said he would not press for an uncontrolled movement of Blacks into the city. "We want Johannesburg to remain the beautiful and thriving city that it is now", he explained. "Therefore we are willing to maintain separate living until there are enough new employment opportunities and new homes to allow Blacks to move into Johannesburg with dignity."

When asked how he reconciled such moderate positions with his organization's avowed goal of overthrowing the South African regime by force, Mandela said he wished that the changes he sought for South Africa could be achieved peacefully, and he conceded that Blacks would suffer most if he resorted to violence. "However, if white leaders do not act in good faith towards us, if they will not meet with us to discuss political equality, and if, in effect, they tell us that we must remain subjugated by the Whites, then there is really no alternative for us other than violence - and I assure you we shall prevail", he said.

Acknowledging the military power of the South African Government, Mandela conceded that Blacks could not

abandon his followers. The authorities' motives were never spelled out, but they may have included a desire to seem reasonable in the eyes of the Reagan Administration and thus to justify Washington's policy of "constructive engagement".

They may, too, have reflected a desire to neutralize Mandela's support. Although there has been no suggestion that Mandela is infirm, a further consideration may have been to arrange events so that he does not die in prison, an event that would cause massive black anger.

Mandela declined his own freedom, presenting the authorities with constant demands for the legalization of his organization and the freeing of his fellow-prisoners. His 23-year-old daughter, Zinzi, made his rejection known at a rally in Soweto on February 10. "My father says: 'I cannot and will not give any undertaking at a time when I, and you, the people, are not free. Your freedom and mine cannot be separated'", she declared.

defeat the white regime in direct combat. "However, over time, and with the help of others on our borders, the support of most other nations in the world and the continued training of our own people, we can make life miserable for them", he said.

Mandela dismissed charges that the African National Congress is controlled by the Soviet Union or by the South African Communist Party, emphasizing the Congress's independence and discipline and comparing its Communist members to radicals in Britain and other Western democracies.

At the end of our talk, Mandela invited me to see his quarters and meet his colleagues. Guiding me and several prison officials up a winding, windowless staircase blocked by a guard station and several steel doors, he joked that his prospects for escape were not good.

Mandela's cell is a spacious room, about 25 by 40 feet, with access to the roof of the building. Barred windows along the top of the 12-ft-high masonry walls fill the room with sunlight.

Mandela and his colleagues have refused to participate in prison work assignments.

I left Mandela on the sun-washed rooftop, tending his garden and waiting, as he has for nearly a quarter of a century, for a chance to lead the nation that now imprisons him.

©The New York Times Magazine.

# Dallas power play with the real JRs

A look of genuine bewilderment crosses Alasdair Milne's face. "It is one of the most bizarre episodes in the history of television. I can't believe it", he muses.

Clearly if the Director General of the BBC feels that way in the midst of the turmoil now affecting the Corporation, the poaching of *Dallas* must be something extraordinary.

Had things turned out as planned, Brian Coggill, the fiery Thames managing director who masterminded the coup, would have stepped up to become chairman of the ITV company in a few weeks' time, the grand culmination of a distinguished television career. Instead, Coggill is out, albeit with a six-figure pay-off. Thames executives feel mutinous about the lack of back support for his actions, the ITV companies have developed an acrimonious split between those who support the coup and those who support the BBC, and the Independent Broadcasting Authority finds itself being increasingly depicted as the villain of the piece.

And what of JR himself who it must be noted, comes across as something of a benign figure when compared to the mandarins of British broadcasting? His future is still in doubt. Thames wants to sell Southfork lock stock and barrel to the BBC, though a majority of ITV regions are willing to show it they exclude, however, the three giants of Granada, Yorkshire and Central.

The BBC is willing to buy the series back, but not at Thames's price of \$60,000 an episode with a 10 per cent annual increase. The people who handle the distribution of the series, Worldvision, say that their other material is being black-listed by the BBC - something the Corporation denies - and will not agree to this return unless the embargo is lifted and the full Thames price is paid.

## Things may never be the same in British TV again

In fact, time is on the BBC's side. It knows that the makers of *Dallas*, Lorimar, will not be happy to let the series go unseen in Britain and may safely wait for conditions to move in its favour. It is a safe bet that *Dallas* will be back on BBC1 when the new series starts in November but, as the old TV cliché will have it, things may never be the same in British television again.

The key to the *Dallas* saga can usually be discerned from the first-class passenger lists of two separate flights from Heathrow to Los Angeles each January and July. One contains a team of buyers from the BBC led by Alan Howden, General Manager, Programme Acquisition (Television), the other a group of ITV executives working on behalf of all 15 companies in the commercial network and headed by Leslie Halliwell, the ITV firm buyer.

These two teams stay in separate hotels and, at separate screenings, view the new American material on offer for sale in Britain.

Somewhere during the process, according to those selling the programmes, there emerges not a consensus on what each side will buy, but a general agreement on the maximum per hour payments for certain types of material. It is this gentleman's agreement which is at the heart of the *Dallas* affair.

Last January, the ITV companies made an unusual decision. There seemed to be no good American programmes

around, little need for new product, and a downturn in advertising revenue was causing financial worries. So the trip was cancelled. The BBC went as usual, intent on looking at new material and completing its annual negotiation for *Dallas*.

Michael Grade says he knew that something was wrong with the *Dallas* bid, immediately Worldvision said that a new and high price had to be agreed within 48 hours or the deal was off. It could only mean that there was another bidder.

Grade rang Paul Fox, an old friend from his ITV days, and asked him if ITV were in the running. Fox, one of ITV's most senior figures, said they were not; he could not believe that an ITV bid would be mounted unless it was through the central body.

The acute embarrassment which this caused Fox was to cost Coggill, who had initiated the secret talks on *Dallas*, dear. Not only had he circumvented the other ITV companies, but he had left Fox's promise that there was no deal open to public exposure.

The news of the Thames coup was broken not by the ITV company itself but by a furious Grade backed up by the managing director of BBC TV, Bill Cotton. Fox phoned John Whitney, Director General of the IBA, and received instant support for his complaint about Thames's behaviour. The following day Coggill was summoned to the authority and told to find any way he could to give the programmes to the BBC.

Within a matter of weeks, spurred on by Hugh Dundas, chairman of Thames, the Thames board agreed that *Dallas* had to go back to the BBC at all costs.

Two intriguing questions remain. Why did the IBA react so strongly and swiftly to condemn the *Dallas* deal? For the answer one must look at the current environment of British broadcasting. The duopoly of the BBC and ITV is under attack, some would say by vested interests, others would say by the inevitable fragmentation of broadcasting in a modern world of cable, satellite and home video distribution.

Lord Thomson, Lord Thomson of Mountbatten, IBA's chairman, and Whitney had made firm allies with the BBC during the negotiations to start a joint direct broadcast by satellite service with the Corporation.

Both sides are against the introduction of advertising on the BBC and are concerned about the arrival of new forms of television which are not under their control. The common interest in resolving the *Dallas* dispute amicably was taken to its logical, if astonishing, conclusion when, two months after purchase, Dundas was asked to attend a meeting about *Dallas* at the IBA and found Stuart Young, the chairman of the BBC, and Bill Cotton gathered with Thomson and Whitney in the chairman's office.

The other question is: "Why did the Thames board give in so readily to the IBA's demands? After all, it had access to legal advice which said that the authority could be challenged in court if it went through with the threat to remove the franchise."

The greatest threat for both the BBC and ITV now is that they have a vocal opponent of their duopoly at large in the figure of Coggill. This may explain why a number of ITV executives would like to see Coggill made chief executive of the new ITV Super Channel for Europe. Were he to take what he knows about the workings of the duopoly to the Office of Fair Trading, an investigation would ensue into the purchasing practices of both networks.

But should there be more competition in programme buying? The broadcasting establishment and its supporters elsewhere in the media argue that a free-for-all would only put even more money into the hands of the American companies selling the product.

In the short term, this might be true, but the argument as a whole is disingenuous. What happens at the moment is that British purchase prices are so low that America effectively dumps television products on Britain at prices which no domestic independent television producer could possibly hope to match.

The *Dallas* saga is a racy tale of British television boardroom intrigue. But, more importantly, it is a function of the increasing pressures which now face conventional broadcasting in a modern world which is seeking diversity and competition. The real television JRs can now come out of the closet.

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## The duopoly of the BBC and ITV is under attack

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The *Dallas* saga is a racy tale of British television boardroom intrigue. But, more importantly, it is a function of the increasing pressures which now face conventional broadcasting in a modern world which is seeking diversity and competition. The real television JRs can now come out of the closet.

David Hewson

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## Digging into family fortunes

When Winifred Young died, leaving £30,000, she named no beneficiaries. The solicitors handling her estate discovered that there was no immediate family and little trace of relatives. The job of locating possible claimants was given to the leading heir-searchers, the family genealogists George B. Hooper and Son.

By going through birth and marriage certificates, family trees, parish records and those of the Catholic church, the firm was able to trace Dorothy Diggins, a first cousin several times removed, living in Llanwrtyd Wells. She put them in touch with other cousins in America, and the inheritance was shared between them, Hoopers taking a commission.

This was just one of the hundreds or so inheritances on which Hoopers work annually. It is estimated that each year there is £3 million for which beneficiaries cannot be found, and when all else fails, this is paid into the High Court. Add to that the £5 million which each of the clearing banks holds in its central department for accounts which are no longer in use, the unclaimed share-holders (ICI and GEC alone have almost £4 million worth of those) and all the premium bond winnings Eric cannot give away, and there is about £20 million waiting to be claimed.

There is every likelihood that over the next few decades the



amount will grow. As Roger Hooper says: "Since the numbers born out of wedlock are on the increase - now up to 15 per cent of all births - our job is going to get more difficult. Unless there is immediate family, one is looking for the family line through brothers and sisters. But when people are born out of wedlock, often with only one parent named on the birth certificate, these relationships are impossible to prove."

Firms like Hoopers have been accused of "bounty hunting" - the usual arrangement is that when all the beneficiaries are found, the company receives one third of the inheritance as commission. For Dorothy Diggins, 80 years old, sharing with the search company was no problem: "I never knew my cousin, so this was £7,000 out of the blue". Others claim that solicitors should make a greater effort before turning to specialist searchers.

The same can apply even when the beneficiaries are named. Each year Lloyds Bank's trustee department deals with 5,000 wills. Mike McAuliffe, manager of the department, says: "Only in about 30 cases a year are searches necessary and, since we are dealing only with those who leave wills, they are usually successful. One problem we do have is when, because of a family feud, the beneficiary refuses to accept the money. Then we invest it, pay it into their estate when they die and hope that the next generation do not carry on the feud."

A more common problem occurs with a will which names five beneficiaries, say, when only four can be found. In such cases, a trustee department splits the fifth person's money among the other four and then take out an insurance policy against the fifth turning up.

Every week the *News of the World* runs a column carrying the details of 10 wills looking for claimants. Conmen have seized on both this information and the Treasury lists of unclaimed estates, and recently many people received a letter stating that for £15, information which might lead to wealth would be passed on. The conmen had just taken names from the *News of the World* and matched them with names in the telephone directory.

Hugh Thompson



TOMORROW  
Times Profile of the Speaker, Mr Bernard Weatherill, on the eve of the summer recess

### CONCISE CROSSWORD (No 704)

ACROSS	1 River turbulence (6)	13 Judge disapprovingly (20)	21 Confused situation (3,2)
4 Formless microcosm (6)	14 Savoury jelly (5)	22 Short runway plane (1,1,1,1)	
7 Saucy (4)	15 Pledge (4)	23 Creator god (4)	
8 Family bias (8)	16 Lowest singer (5)		
9 Nonpareil (8)	17 Ground (5)		
10 Scattered (13)	18 Escort (5)		
11 Battle (3)	19 Therefore (5)		
12 Sealed (8)			
24 Sailor's container (18)			
25 Humane (4)			
26 Infux (6)			
27 Rock dove (6)			
DOWN	1 Hemp cord (4)	13 Judge disapprovingly (20)	21 Confused situation (3,2)
2 Actor (9)	14 Savoury jelly (5)	22 Short runway plane (1,1,1,1)	
3 Cranial cavity (3)	15 Pledge (4)	23 Creator god (4)	
4 Savoury jelly (5)	16 Lowest singer (5)		
5 Pledge (4)	17 Ground (5)		
6 Lowest singer (5)	18 Escort (5)		
10 Scattered (13)	19 Therefore (5)		
11 Battle (3)			
12 Sealed (8)			
24 Sailor's container (18)			
25 Humane (4)			
26 Infux (6)			
27 Rock dove (6)			

SOLUTION TO No 703  
ACROSS: 1 Smiles 5 Host 8 Range 9 Garnish 11 Seraphim 13 Turn 15 Premeditative 17 Tape 18 Catacomb 21 Hatchet 22 Tamar 23 Hyman 24 Yankee  
DOWN: 1 Miner 3 Tee 4 Significantly 5 Hurt 6 Stimuli 7 Crosspatch 10 Hindenburg 12 Peak 14 Saga 16 Empathy 19 Outre 20 Thin 22 Tan

There is a particular chistic tradition in one to end every year with day. I used to assume that a Lemming-like, was compelled us to gather on breezy sports fields ever, having served for the PTA committee children's school - Lemming-like, we know that these were planned well in advance on the heels of what romp is planned for ever Christmas the date for day is fixed, and once can do nothing but draw.

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If you are lucky you large quantities of rubbish on these stalls, will be sold or given hang around someone cupboards for a million

July 24 1985



## WEDNESDAY PAGE

# Housewife up the Amazon

Glenys Crane, once scared of insects, left suburbia for a perilous trip through the Peruvian jungle. Sally Brompton reports

When Glenys Crane decided to abandon her husband and two small children to go on an expedition up the Amazon, her family and friends said she was irresponsible and crazy. Thirty-nine-year-old suburban housewife was not expected to drop everything to go on a five-week sortie through darkest Peru on a wild tarantula chase. Only her husband, Dave, an architect with the G.L.C., gave her any support, telling her: "If you want to do it and can get the money I certainly won't stand in your way."

That, however, was nearly two years before the expedition's intended departure date and, as Glenys now admits, "None of us thought it would actually happen."

She first heard about the trip on a visit to the London Zoo with her children. "I was chatting to the head insect keeper and he said he'd been to Peru and was going back again," recalls Glenys. "I said 'fantastic - I'll come, too' in a jokey sort of way, and he said 'OK' if you can get the money, come."

So Glenys Crane began saving every penny she could from the £200 she took home each month from her job as a school secretary. She went to evening classes to brush up her schoolgirl Spanish and to the local gym to "get myself a bit in trim".

## 6 The more I learned, the more I started really panicking

And, like the other seven members of the proposed expedition, she read everything she could lay her hands on about Peru.

"The more I learned, the more I started really panicking," she confesses. "Dave has a very easy-going nature but I said 'It's not fair on the children and you. What happens if I never come back? I'll be bitten by a rabid dog or a vampire bat. Or I'll be raped and left to die in the jungle.' I discovered that there's a particular bug that gives you a special heart disease for which there's no cure. And there are all sorts of waterborne parasites that can kill you, not to mention the local guerrillas who are shooting people all over the place."

The final straw was when a member of their party with some medical experience, announced he would be taking a general anaesthetic with him in case anyone needed to have their foot amputated after being lacerated by a cayman (alligator). "I started thinking 'what am I doing? Here I am in a nice comfy home with a nice family. What on earth am I doing?' But Dave said 'nonsense - you could just as easily be run over crossing the road'. Even so, I felt he was being extra calm about it and we had a lot more against us than just crossing the road."

The expedition, which cost about £1,700 each, was intended to be semi-scientific and consisted of three women and five men aged between 22 and 42. Two of the couples were married and the party included a post office engineer, an Australian graduate, a medical student, a Lambeth park keeper and a film editor. "It was

a very good exercise for me to feel that I could be independent and chug along with 22-year-olds."

They arrived in Lima at the end of August (1984), laden down with supplies and equipment to cope with every foreseeable eventuality.

Their plan was to rent a boat and spend two weeks travelling more than 500 miles down the Ucayali River which is one of the main sources of the Amazon, from Pucallpa to Iquitos. One of the members of the expedition was keen to collect specimens of insect larvae to bring home for scientific purposes. They decided to complete their trip by catching a plane down to the south of Peru to do some sightseeing.

For Glenys Crane, who had never been farther afield than Majorca on a package holiday, it was a little bit of a shock to find that the port authorities in Pucallpa wanted to charge them a small fortune for what was virtually a shell with a roof. Finally they tracked down a small-time entrepreneur named Daniel who was prepared to rent them a pair of even flimsier craft for \$800, along with himself and two other Peruvians.

Roberto and Tio - as crew. The local police wrote them a letter of safe passage to show to the port authorities along the way in the hope of discouraging would-be assassins. The boats were made of wood, with tin roofs peppered with holes and no toilet facilities. They had propellers at the back, space for a large tin of gasoline and planks for seats. They did not have the regulation lights on top, nor any form of life-saving equipment.

With only two weeks to complete their journey, the expedition found they had set themselves a gruelling pace. They travelled all day, stopping just before dusk to erect their tents and get a meal going before the mosquitoes came out to play. Once, returning alone from the edge of the jungle Glenys was confronted by a pack of snarling wild dogs. "Oh my God, this is it!" she thought, desperately trying to remember what she had read about holding her ground and finding a stick to throw at them. Her life was saved by one of the natives who saw what was happening and whistled the dogs off.

One of the expedition's biggest worries was being mistaken for guerrillas, militiamen or drug-runners. "We tried to look as domestic as possible and having three women in the party helped," says Glenys. While the crew had guns, the others carried only sheath knives with machetes for cutting their way through the jungle. "It was not until the second night that we discovered that the crew had to stay up and guard us all night in shifts."

Once, they decided to keep going all through the night to make up time and the crew roped the two boats together so that one proper could steer them both. They awoke to find one of the craft full of water and all their belongings afloat. Daniel was screaming "To the beach! To the beach! We're all going to drown!"

On one occasion, cooking egg and chips, Glenys was besieged by flies which kept bouncing off the miner's



Home again: Glenys Crane with her husband Dave (top); taking a break on the river bank (below)



"We knew that the river was full of dangerous fish and cayman and we were really getting quite panicky because we were going under and we were pulling the other boat under."

"We just made it to the beach in time and had to spend ages bailing out." It emerged that water had been dribbling from one boat into the other.

Their daily meal became something of a ritual. Initially they were meticulous about hygiene, refusing to touch the crew's food, using a pressure cooker to cook their own in order to keep it germ free. "We would spend hours messing about, trying to make something in this pressure cooker and within five minutes the crew would have a log fire going and all these lovely smells of fried banana

## 6 We found that the crew had to stay up all night to guard us

and fish and it was just too much," says Glenys.

"Our standards went right down. We washed our pots in the river, scouring them out with sand. We boiled up the river water to make stew. We even paddled, which you're warned not to do because of stingrays and footworms and parasites that get in under your toenails. But it was just so cool and pleasant to be paddling that I didn't even think about it."

"Roberto was a fantastic cook and made us delicious fried fish and stew. We'd brought some rice, oats and potatoes and we found water melons along the way to quench our thirst."

On one occasion, cooking egg and chips, Glenys was besieged by flies which kept bouncing off the miner's

type lamp she was wearing on her head and falling into the food.

"To start with I kept thinking 'I must get those out', but then someone came along furnished and helped themselves to a whole portion of chips, eggs and flies and I thought 'oh, well'. You just couldn't cope with it. So we just sat there and ate eggs, chips and flies and thought nothing of it."

They discovered that their water-purifying equipment was useless when it came to trying to filter the thick muddy water of the Amazon. Instead they bought drinking water from the villages they passed, filling up their flasks from enormous containers and using purifying tablets they did not wash - either themselves or their clothes. The white shirts and trousers they had brought to enable them to be easily spotted if they got lost in the jungle quickly became filthy. Glenys had suggested they bring bee-keeping hats to keep the mosquitoes off their faces and they wore special ankle guards to protect them from snakes.

The natives were friendly - and enormously curious about these strange white foreigners, and they stood around in circles and watched everything they did. The local children collected bird-catching spiders and spotted snakes for them and lizards and caterpillars to bring home.

"We saw lots of cayman, tropical birds, beautiful butterflies and an anteater," says Glenys who at home's scared of daddy longlegs. Her own menagerie, consisting of two cats, a rabbit and nine tortoises, was being cared for back in Beckenham by Dave and their children - Samantha, 11, and Robert, 9.

"The children were just the right age to be able to cope without me," says Glenys. "Dave was marvellous. He got reduced hours from work and saw the children off to school and got back before they came home."

"They lived a lot on fish fingers and

beefburgers which suited Robert down to the ground. And Samantha made fruit salads and chocolate mousses and burned Dave's toast every morning."

"Dave said it was all a piece of cake. He decided that ironing wasn't necessary except for Robert's cub scarf. And Robert only had one hair wash which was the day before I came

## 6 I might as well rot in the jungle as in Beckenham

home. Dave got the neighbours to vouch that his hair hadn't looked dirty all that time."

It was only after leaving the jungle and the river and starting on the sightseeing part of their trip that Glenys began to feel homesick. "The atmosphere in the jungle was absolutely indescribable. The river, the heat, the air, the sounds of the animals and birds, the clouds and the sunsets were all magical."

"It was lovely coming home," she says. "Just like a film. Dave came to meet me at the airport and we just fell on each other and burst into tears. 'I think it did our marriage a lot of good, actually. Dave learned a lot and got closer to the children. And we realized how much we meant to each other.' Her ambition now is to write a book about her adventures and go back one day with her family."

"The whole trip had a slightly dreamlike quality to me," admits Glenys. "I didn't really think I'd go and then I thought 'I would never come back. I thought 'Oh, well - it's an interesting way to go. I might as well rot in the jungle as die in my seventies in Beckenham'."

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# Fishy dishes in paper parcels



Shona Crawford Poole

Food baked in paper parcels, or papillotes, has a special appeal which is something to do with the anticipation that always goes with opening a package. To the hairdresser papillotes are curling papers, to the butcher cutlet frills, and to the confectioner they are sweet wrappers. But to the cook they are neat paper parcels which concentrate flavours and save on washing up. It is a quick, clean and simple way of cooking fish.

Frozen fish can lose a lot of liquid when cooked on papillote, making rather soggy parcels. Fresh fish is a much better bet.

The fragile, feathery leaves of dill or fennel give a most powerful flavouring of noised to freshwater fish like trout. Of the two herbs I prefer the harder taste of dill.

**Truite en papillote**  
Serves two

45 g (1 1/2 oz) butter, softened  
2 trout, about 225 g (8 oz) each  
4 sprigs dill or fennel  
Salt and freshly ground black pepper

1 shallot, very thinly sliced  
4 tablespoons fish stock or dry white wine

Cut two large ovals of baking parchment or greaseproof paper at least 15 cm (6 inches) longer than the length of the trout. Fold them in half lengthwise, then open and grease the inside of each paper with butter.

Clean the trout, removing the fins and trimming the tail, but leaving on the head. Put a sprig of fennel in each fish and season them inside and out.

On to each prepared paper lay a few rings of shallot and a fish - placing the fish on one side of the opened centre-fold. Top it with a few more rings of shallot, a second sprig of dill or fennel, small dots of the remaining butter and two tablespoons of fish stock or wine. Fold the paper over the fish, pleating the edges to form loose parcels. Start by turning the paper over twice or more at one side and work round.

Heat a baking tin or dish for five minutes in a preheated oven (230°C/450°F, gas mark 8). Put the parcels on the heated dish and return it to the oven for about 10 minutes. Serve the fish in its parcel.

Fish steaks or cutlets can be cooked in the same way, and it is a particularly good method for any fish which has a tendency to be dry, as wild salmon sometimes is.

In the meantime, more routine vegetables are usually best at least partly pre-cooked too. Julienne or matchstick strips of carrots, leeks or spring onions, and celery can be varied with additions of white turnip, bulb fennel or salsify.

The next recipe is for chunky cutlets of cod, but similar cuts of other fish - halibut, turbot, and salmon, for example - combine well with root vegetables.

**Cod in parchment**  
Serves four

Up to 85 g (3 oz) butter, see method  
4 cod cutlets, about 170 g (6 oz) each  
110 g (4 oz) carrot  
110 g (4 oz) leek or spring onion  
55 g (2 oz) celery

4 tablespoons fish stock or dry white wine  
Salt and freshly ground black pepper  
4 tablespoons finely chopped parsley

Cut two 25cm (10 inch) circles of baking parchment or greaseproof paper and fold them in half. Open them and grease the inside with butter. Cut the monkfish into two strips and season it. Lay it on the prepared papers. Drain and season the chopped tomato and divide it between the two pieces of fish. Top with sprigs of basil and fasten the parcels by folding the edges of the paper.

Bake the papillotes on a preheated dish in a hot oven (230°C/450°F, gas mark 8) for about 10 minutes. Serve the fish in its parcels.

Cut four circles of baking parchment or greaseproof paper which have a diameter of at least 15 cm (6 inches) greater than the length of the cutlets. Fold the circles in half, then open them and grease the inside of each paper with butter.

Cut the carrot, leek or spring onion and celery into very fine julienne strips (these will look nicest if they are all about the same length) and cook them until just tender, either in the remaining butter or in fish stock.

Drain and season the vegetables and divide them between the four prepared papers. Dry and season the fish and lay one cutlet on each paper. Sprinkle the fish with a little chopped parsley and a tablespoonful of stock or wine. Bring the edges of the paper together and fold them over to close the parcels. Bake them on a pre-heated dish in a hot oven (230°C/450°F, gas mark 8) for about 10 minutes. The exact timing will depend on the size of the cutlets. Serve an unopened parcel to each diner.

Monkfish is a particularly good choice for anyone who is nervous about fish bones.



Lotte: poor man's lobster

because it has one central bone which is very easily removed and no pincushion of small bones to trap the unwary. Monkfish is the one which is so ugly that you never see the whole thing on the fishmonger's slab - only the skinned tail. Even these are not a particularly pretty sight, but the cooked flesh is so firm and sweet that it is sometimes passed off as lobster. Parcels of monkfish - lotte in France - are flavoured here with fresh tomato and basil.

**Lotte en papillote**  
Serves two

15g (1/2 oz) butter  
About 225g (8oz) fillet of monkfish  
Salt and freshly ground black pepper

110g (4oz) ripe tomatoes, skinned, deseeded and chopped  
2 sprigs fresh basil

Cut two 25cm (10 inch) circles of baking parchment or greaseproof paper and fold them in half. Open them and grease the inside with butter.

Cut the monkfish into two strips and season it. Lay it on the prepared papers. Drain and season the chopped tomato and divide it between the two pieces of fish. Top with sprigs of basil and fasten the parcels by folding the edges of the paper.

Bake the papillotes on a preheated dish in a hot oven (230°C/450°F, gas mark 8) for about 10 minutes. Serve the fish in its parcels.

# Great sporting moments with the egg and spoon

There is a particularly masonic tradition in our schools to end every year with a sports day. I used to assume that it was a lemming-like urge which compelled us to gather annually on breezy sports fields. However, having served for a year on the PTA committee of my children's school, another lemming-like urge - I now know that these events are planned well in advance. Hard on the heels of whatever jolly romp is planned for everyone at Christmas the date for sports day is fixed, and once fixed it can do nothing but draw nearer.

Most schools will combine the sports with a fund-raising event, which is where the parents swing into action led by the PTA committee, upon which sit a high proportion of Great British Volunteers. (Opinion is divided as to whether they are the salt of the earth or officially recognized mugs.)

Initially the job of the committee is to persuade people that sports day will not go away if they ignore it, that it has to be faced up to and got over with, and generally try to combat the massive inertia which comes over everyone when sports day is mentioned.

The money-raising side of the action is centred almost entirely on the smooth exchange of rubbish back and forth across trestle tables, popularly known as stalls, instantly recognizable by the cardboard box containing £5 - worth of small change.

If you are lucky you can put large quantities of your old rubbish on these stalls, where it will be sold or given away to hang around someone else's cupboards, for a millennium. On

In the first of a series  
**Jane Ions, surgeon's wife and mother of two, offers a survival guide to sports day**

## MRS IONS' DIARY

the other side of the equation, your children will be buying someone else's rubbish, or even, if you are very unlucky, buying your old rubbish back. An air of resignation hangs over the whole proceedings, you know you can't win but you are hoping you don't lose too badly.

The only stall capable of generating genuine interest is the cake stall which is besieged by women in a frenzy of anxiety to get something for tea, at least, out of all this. Anything worth eating will have disappeared within half an hour. The remainder, usually a cluster of rice crispy cakes and a tray of runny toffee, will still be there three hours later, creeping to the edges of the table with shame at being so consistently spurned before finally being bought by the person who made them, unable to stand it any longer.

As for the sports, it's no good hoping they'll be rained off because they never are. True, it will look like rain all morning and you will nourish hope in your heart until the very last



Jane with Peter (aged six) and Alison (aged four)

minute when the sun will come out and shine faithfully and you will have to stand in a chill wind waving and cheering and watching your children lose races.

Those spectators who are involved in Open University degrees are the only ones who can equate the activity on the field with what is written in the programme. If they can predict successfully which race is coming next for 10 consecutive years they gain half a credit. The rest of us have to

concentrate the whole time in case we miss the events our children have entered for. You may turn away for a moment to adjust the position of the sack of rubbish you are carrying over your left shoulder but at the very instant your child does something magnificent with an egg and spoon.

So be on your guard in case they rush up to you afterwards and say: "Mum, did you see that? I flipped the egg up in the air, balanced it on my nose,

rolled it down my arm and caught it in the spoon!" The golden rule is not to say, "Oh dear, I must have missed that!" You must say, "Yes, wasn't that great?" because if you don't, their only recollection of the hours you spent on sports fields cheering and waving will be the occasion on which you turned aside and missed the pinnacle of their sporting career.

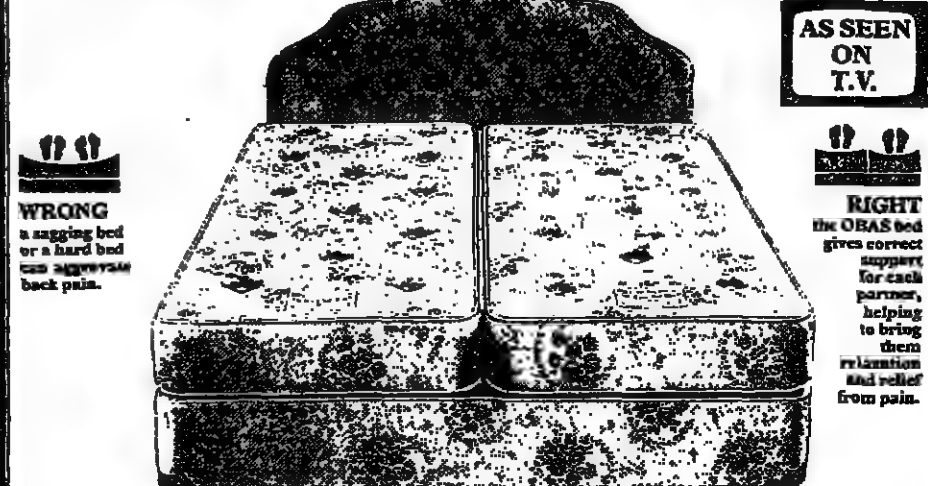
My earliest memories of sports day are of being roped by the leg to another child of my height and told to run 20 yards. This was patently impossible because I had someone hanging off my leg. We struggled to the finishing line, kicking and punching each other, and I've never felt comfortable about sport since.

When I reached the sixth form at school I discovered that the only way to deal with sports day was to be low at the back of the field with a book and a bag of crisps and wait until they had thrashed the whole thing out. Then you can emerge, say well done to everyone wearing a T-shirt, and go home.

At the end of the day, the salt of the earth clear up. They smash crisp packets out of a stiff breeze, subdue the trestles and wonder how soon they can sneak off. The pillars of salt stay until the very end. Never ask a pillar of salt for a lift home, you will be faint with weariness by the time they have finished chatting with the caretaker.

And so it's over for another year. We shall say how lucky we were with the weather and what a goodish amount of money we raised and how much we all enjoyed it. For that is what we have to say. Anything else would be unreporting.

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## THE TIMES DIARY

### Denis's rugby pass

Just how extensive is Denis Thatcher's involvement with South African rugby? Yesterday I revealed that he is vice-president of a Welsh invitation club that is quietly planning to tour South Africa next month. I now learn that in January, 1984, he had a private meeting near Cape Town with Dr Danie Craven, president of the South African rugby board, while on a business trip to South Africa in his capacity as director of the British Oil subsidiary Quinton Hazell. What was discussed is not known, but back in Britain at that time the government, and sports minister Neil McFarlane, were doing their utmost to prevent the planned tour to South Africa later that year of the English Rugby Union. The tour went ahead, and black nations, who feel Mrs Thatcher should have intervened personally, may still boycott the Commonwealth Games in Edinburgh next year in protest. Denis Thatcher was not available for comment yesterday. When I rang Dr Craven his first comment was: "Well, we have not said anything about it. That meeting was so long ago I don't want to talk about it." Later he backtracked, refusing to confirm or deny that it took place.

### Foreign exchange

Someone at British Telecom has stumbled on a splendid way of keeping our cultural heritage in this country: cut off foreign telephone bidders half-way through an auction. It nearly happened at Sotheby's yesterday. Amid great tension, a telephone bidder from abroad had pushed a British rival up to £72,000 for Charles II's Declaration of Breda when suddenly the phone went dead. Confusion reigned. Auctioneer Roy Davis announced he would sell to the floor if the call was lost. A Sotheby's official frantically dialled the number once, then twice, and was finally reconnected in the nick of time. The fortunate foreigner went on to acquire the document for £85,000.

### Break away

Most miners and their families who supported the NUM strike will be hard-pressed to afford even a week's holiday this summer. Not so Neil Myers, Arthur Scargill's American-born right-hand woman and press officer. Though the NUM must yearn for a good press to counter the Notts breakaway, she has just departed for a five-week break in sunny San Francisco.

### Removal costs

So this is how London Regional Transport is spending our fares: on printing 700 posters for the GLC's Metropolitan Mikado, Ned Sherrin's satirical sequel to last year's *Ratepayers' Jolanihe*. Why is it doing this? Because at last moment the board of LRT decided the John Kent cartoons of Thatcher, Heseltine, Kinnock et al depicted on the posters were too political and should be removed. In a fit of generosity, it agreed to foot the £4500 bill for reprinting the poster, which will now appear on 300 buses and in 400 tubes with a large white space where the cartoons should have been.

### Wax lyrical

My piece about Julie Jackson's arcane thesis of *Life History Characteristics of Mages in Temporary Peak Poets* has spawned a host of rivals. Readers write to tell me of these as *Metapoeia*, *Phonopoeia*, *Logopoeia* and the *Evolution of Ezra Pound's Literary Technique* (Manchester), *Bees and Beekkeeping in Classical Antiquity* (Leicester), *The Gnome and its Uses in Certain Old English Poems* (Oxford), and *The Influence on Their Decision-Making of the Different Interpretations of Aetna Involved in the Garbage Strike and Boycott of 1968 at Memphis, Tennessee* (Queen's University, Belfast). My favourite to date: *The Leg Muscles of the Adult Honey-Bee* (London).

BARRY FANTONI



### Leak leaked

I have yet another leak from the Commons Privileges Committee. Its investigation into ways of preventing leaks from select committees - begun after I disclosed details of the Home Affairs Committee's draft report on the Special Branch in March - has concluded that they cannot be prevented. The committee met yesterday to finalize a report whose sole significant recommendation, says my mole, is that MPs on select committees should sign statements acknowledging an obligation to respect confidentiality. This would include, I presume, MPs on the privileges committee.

PHS

# Could this treaty attack backfire?

Britain is giving the US an early warning.  
Lawrence Freedman outlines the problem

A charge of Soviet "violations" of the Anti-Ballistic Missile treaty, being made by the Reagan Administration, is causing dissonance within the US government and among its western allies. The issue is coming to a head because of a planned US military installation in Britain which, it is feared, may lay open the two countries to a charge of double standards.

The allegation concerns a large phased-array radar under construction at Abukhova near Krasnoyarsk, some 2,000 miles east of Moscow. Phased array radars are much more advanced than the previous generation of mechanically steered radars, for their beams can be redirected electronically and are thus able to pick up, identify and track simultaneously a greater range of targets.

During negotiations on the 1972 ABM treaty the Americans put a lot of effort into securing restrictions on radars. They can be used for a variety of purposes: early warning of a missile attack, tracking objects in space and pinpointing targets for anti-ballistic missiles. While the first two purposes may be relatively benign, that is not the case with the third.

Because of the time it takes to build these radars, their construction would be the necessary first stage in the preparation of a "breakout" from the constraints of the ABM treaty. Accordingly the US negotiators insisted that any new radars - whatever their ostensible purpose - should not be located or constructed in such a way that they could be an effective part of a ballistic missile defence system. Article VI of the treaty commits the two parties "not to deploy in the future radars for early warning of strategic ballistic missile attack except at locations along the periphery of the national territory and oriented outward".

In the late 1970s the Soviet Union began work on a new large phased-array radar at Pechora in the North. Six of these Pechora-type radars are

now either in operation or under construction. When the last of these is completed in a few years time it will provide almost complete coverage of the potential sources of ballistic missile attack against the Soviet Union.

The Krasnoyarsk radar is the last of this set, and appears to be intended to cover American submarines based in the Northern Pacific. As soon as work began in 1983 the US queried whether the new radar conformed with the treaty, pointing out that it was 400 miles away from the Soviet border and not oriented outwards alone.

One explanation for the radar's location is convenience. It is close to the Trans-Siberian Railway and power sources, and away from the permafrost. This sort of explanation had been offered when the Americans questioned the first radar in the series, 150 miles from the periphery. But later radars were constructed in comparably difficult conditions.

The Russians insisted that the radar was intended solely for space tracking and that this will become apparent when the radar eventually starts to emit signals.

The Americans note that the radar is far more powerful than it need be for space tracking, lacks a suitable orientation and is in all its external characteristics exactly like the others in the Pechora series. Might it not, they suggest, be exactly the sort of development that Article VI in the treaty was designed to prevent? In the Pentagon's annual publication on Soviet military power, the Krasnoyarsk radar is described as being for "ballistic missile target tracking", for an eventual ABM system.

The evidence that the radar is the advance stage of a full-scale ballistic missile defence of the Soviet Union

is flimsy. There are no indicators that would betray such a purpose: it is not designed to withstand nuclear attack; it is not associated with surface-to-air missiles; it is not associated with the sort of specialized radars necessary to guide interceptor missiles to the incoming warheads.

The US administration is divided on the issue, with the State Department and the CIA sceptical of the Pentagon's alarming interpretation. This scepticism is shared by America's allies who are nervous lest the issue lead to a reduced commitment to arms control.

Worries surfaced in Washington earlier this year when a report by the British Cabinet's Joint Intelligence Committee was leaked to the press. It rejected the argument that the Krasnoyarsk radar was intended for eventual missile defence and suggested that the Soviet claims about space tracking were "plausible".

The British have a particular reason for being nervous: the US plans to install a similar large phased-array radar over the next few years at the early warning facility at Fylingdales Moors in Yorkshire. In his latest report to Congress, Defence Secretary Caspar Weinberger mentioned that work on such a project would begin during the coming year.

The British government was less than happy. The installation has not yet been agreed. It is not that there are objections to the principle of improving the somewhat obsolescent and expensive-to-maintain system at Fylingdales but that this might be vulnerable to allegations of violation comparable to those raised by the US in connection with Krasnoyarsk.

Not only will the new phased-array not be "on the periphery" of the US or oriented outwards but it

also might be contrary to Article IX which prohibits either side from deploying "outside its national territory ABM systems or their components limited by this Treaty". When the treaty was signed the Americans explained that existing radars (such as Fylingdales) were excluded from these provisions, while Article VII allowed for the eventual "modernization or replacement" of existing systems.

It might, however, be argued that this new radar is so much more powerful than that which it replaces and of a type specifically prohibited that it cannot be described as straightforward modernization. To justify their case, the Americans must claim that any radar on the Fylingdales site is allowed because a radar was there in 1972.

The British government's legal experts are persuaded that this is allowed; and there is no doubt that this radar is solely for early warning and space tracking purposes and is not geared to a ballistic missile defence system. But if the issue is strict adherence to the terms of the treaty - as insisted on by the US in connection with Krasnoyarsk - then the government is nervous.

Krasnoyarsk is more suspicious than Fylingdales, which may be why the Soviet Union has done little more than make it known that it is aware of the issues raised by the new Fylingdales radar. It has also been made aware that concern over Krasnoyarsk extends beyond hawks in the Pentagon and includes many opponents of "Star Wars".

It is to be hoped that Moscow will continue to explore ways of handling this sensitive issue with the US but that will not be easy. The Kremlin may resort to counter-allegations, in which case Fylingdales will become a tempting target. The ABM treaty could thus be placed under intolerable strain.

The author is Professor of War Studies at King's College, London.

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Jack Straw

## Different poverty, same excuses

My predecessor but six as MP for Blackburn, Sir William Henry Hornby, sat in the House of Commons for 23 and a half years, and never said a word. He was a Conservative. At first I thought the tale of his silence must be apocryphal, a calumny perhaps put about by Blackburn's first Labour MP, Philip Snowden. But there is no Hornby in the indices of *Hansard* for any year between 1887 and 1910, and a biographical note in the ever-sycophantic *Blackburn Worthies of Yesteryear* has confirmed the truth. "He sat," says the note, "without ever catching the Speaker's eye, for he was a shy speaker".

Hornby's reticence seems to have harmed him not one bit. He ended his days as a freeman of the borough. He was mayor twice and was, we are told, "lifted in public esteem far beyond any political partisanship could possibly do". But he had one advantage never shared by his successors on either side of the political divide. His family owned the town, or near enough to make no difference. Their dominance of Blackburn affairs throughout Victorian times is still celebrated in the modern borough's coat of arms, resplendent as it is with horn and bee.

The silent Hornby was simply his father's son. The drive and ambition came from grandfather, uncle and father. The first election to Parliament of the uncle, John Hornby, in 1841 provoked a major riot from supporters of his Liberal rival, who had been defeated by one vote in an open ballot. The father, William Henry Hornby senior, also played his politics rough. His 13 years as MP came to an abrupt end when, following the 1868 election, he was unseated on the grounds of intimidation of voters.

Even the elder William Henry Hornby has left only one speech in credit in the *Hansard* index - eight lines delivered on July 14, 1863, in proceedings on the Union Relief Acts Continuance Bill. The issue was whether schemes of financial aid to encourage emigration to the colonies from the depressed manufacturing districts of Lancashire and elsewhere should be supported.

The manufacturers wanted none of it: a vast pool of unemployment kept wages down. Hornby complained that the scheme's supporters "lost no opportunity of coming down to the House and insulting the employers of manufacturing labour". His speech was part of a lengthy rearguard action to resist legislative moves to improve conditions of work, prohibit the employment of children, regulate health and safety and affect minimum wages.

Their opposition to change was usually assuaged by their belief that working conditions were fine. They drove to their mills through tree-lined avenues; they lived on the hills, beyond the smog. The misery was out of sight, and out of mind. It took relentless, painstaking work by philanthropists and social scientists to collect the facts so that, in the end, they could no longer be ignored; so that, for example, there was an answer to those pit owners who claimed that the children who worked for eight or 10 hours a day in the pits "enjoyed a greater share of

good health" than other children. Social and economic conditions have, in absolute terms, improved beyond recognition since then. But the parallels among the arguments used are striking, especially from a government which believes that people (except the very rich) must price themselves into work and which comforts itself that poverty no longer exists, that the unemployed are on the fiddle, and that the black economy has raised living standards for all those on benefits.

I have always believed, from my daily experience, that this is not true: now I know, armed as I am with a newly-published report by Manchester University's Centre for Applied Social Research on *The Blackburn and Darwen Labour Market*. This is a work of great thoroughness. Page by page it records what has happened to the workforce of the town through the five years - 1980-85 - of the worst depression this century.

Its implications for policymakers stretch way beyond Blackburn. Most startling have been the consequences for the Asian population (about one-fifth of the total). While unemployment for non-Asian males has risen from 5 per cent to 10 per cent in five years, for Asian males it has risen from 8 per cent to 47 per cent. Asians are likely to be out of work for twice as long as non-Asians - 25 months against 13 months. And there are still those who blame immigrants for unemployment.

For Asian and non-Asian unemployed alike, the report charts the widening of the great divide. There are two distinct labour markets in the town. The good jobs go to those already in work. Half the vacancies for full-time work have been filled by people previously in another full-time job. In Blackburn, as in Britain generally, the only way for part-time employment has been to increase a wage. But this, as the report shows, is of no help to the unemployed. "New part-time jobs are generally outside manufacturing industry, relatively low paid, and usually filled by the wives of men already in full-time employment." To those that have, shall be given. The flow "from unemployment to part-time employment" has been "extremely low".

As for income levels, if the wage pricing theory were correct, Blackburn should now be booming. Petrol filling stations which pay adult employees £1 an hour for a 40-hour week is no rarity. One in 12 of the full-time employed earn less than £50 a week after tax. The average (median) weekly income of male full-time workers is £113 net a week, of similar females £70 per week. Half the one-parent families have a household income of less than £50 per week; none is over £100.

A government which can condemn thousands of my constituents to such poverty, and yet award pay increases which are five times more than most in Blackburn actually earn, should understand that our indignation at this politics of greed is far from synthetic. If they for once opened their eyes - perhaps read the Manchester University report - they might at last comprehend the grinding and unnecessary poverty over which they have presided these five dark years.

The author is Labour MP for Blackburn.

moreover... Miles Kington

## You've got to hand it to them

Until last week I had never been anywhere near the South of France - the kind of admission one only makes when one has just put it right - but there I was at last sauntering round the Nice Jazz Festival, seeing in the hot open air all the bands I had missed at previous weeks in the Festival Hall's unacceptable expense.

But the image that has stuck with me from the weekend is nothing to do with jazz. Until last week I had never swum in the South of France either, so I put that right with a quick visit to the beach at Nice. On it were arranged in neat groups about 8,000 very brown sun-bathers, the women mostly toppers and the men almost all tongs. And near my patch, under a large parasol, were 10 deaf and dumb people.

They were by far the most animated part of the beach. Every one else was engaged in grilling bits that were not quite cooked or simply lying stunned by the sunshine, but the 10 deaf and dumb people were engaged in the most deafening yet silent conversation. What baffled me was that they were all talking at the same time; there seemed to be none of that respectful or impatient waiting for turns that people restricted to mere speech have to indulge in.

One of them, a man, seemed to be in a perpetual state of fury. He had about three basic gestures: one something like shooting a machine gun, one pointing inland and one pointing at his mouth. I think he was trying to persuade the others that it was time to go and have lunch. If so, he was totally ignored by the others who were far too busy gossiping, or engaged in long anecdotes or simply indulging in the French love of flowery analysis. I know nothing about French deaf and dumb language, or indeed any kind of deaf and dumb language, but I would imagine that French conversational patterns reproduce themselves in mime as well.

I was going to say that the French love of gesture, the shrugging and exaggerated when you are deaf and dumb, but I think that's wrong. The French normally confine most of their shrugging to the features, not their shoulders or arms; it's the mouths and eyebrows that do most of the moving. With these people I

from the face and flower into a full language. It was a wonderful sight.

The only other time I have seen a large collection of deaf and dumb people was when I found myself in a pub near Exeter Station, where my group were the only people in the pub who could speak. The other 20 or 30 were all gesticulating without making a noise, except the occasional raucous laughter. I don't think looking at the French on the beach. There was one group of five or six telling each other long funny stories. I think it's perhaps only the English, whether dumb or not, who think that a long series of anecdotes is an adequate substitute for a long conversation.

On both occasions it never occurred to me to feel sorry for those who could not speak or hear, simply because they were having such a good time except when at Exeter a deaf and dumb rocker left the pub, bestrode his huge motorbike, kicked it into life and roared away into the night. A shame, I thought, that he could not hear the ferocious reverberations of his expensive Japanese machinery.

But later I heard Gary Karr, the virtuoso American double bass player, say something which made me think I was probably wrong. Karr revealed that he had taught two deaf musicians to play the double bass, well enough to join symphony orchestras. When asked how they hearing, he said: "Bass players hardly need to hear at all - they get most of their feedback and satisfaction through the vibrations of the instrument through their body, whether they are deaf or not." The next time I played my bass, I realized he was right, and the same may very well be true of motorcyclists. There is a sensual pleasure involved in bass-playing and motorcycling riding of which flautists' and unicyclists know nothing.

And now that I come to think of it, I can see how deaf and dumb people can all speak at the same time. When you or I speak, we can't hear what the other person is saying. A person using sign language can receive sign language at the same time.

No wonder they looked happy in each other's company.

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Paul Valley defends Live Aid's unorthodox field approach to famine relief

## Bureaucrats, take note

"But what happens when this money is turned into food and gets out into the world? I have seen sacks of powdered milk grabbed from an American plane in West Africa by local crooks. So what will happen to the money? Anyone who watched for 10 hours at Wembley ought to want to know that." So wrote one censorious commentator after carping about what he called the barbaric music of last week's Live Aid concert.

It was sobering to return from the starving villages of western Sudan to discover such sour spleen being vented upon the pop industry's fundraising. Anyone who has spent time in Africa in recent years can, of course, tell his own tales of food misappropriation - grain stolen by soldiers or milk powder smuggled by corrupt officials into the market places; relief workers routinely make allowance for such "seepage" and it only becomes an issue when monitoring shows that it is reaching unacceptable levels.

But this was not the real point of the egregious innuendo quoted above. The comment really implied that these pop people were a naive, undisciplined and rather unsavoury bunch of innocents who would not last long in the big bad world. Such is the nature of Band Aid's rude appeal that it inspires these violent reactions. Bob Geldof probably would not have it any other way. Indeed he has made something of a virtue of it.

When Geldof arrived in Ethiopia at the beginning of this year his behaviour embarrassed senior diplomats and relief workers. In the best traditions of his punk provenance the pop star put his feet on the table in the office of a high-ranking Ethiopian dignitary, summoned senior government officials by their first name and when the head of the Relief and Rehabilitation Commission, Dawit Wolde Giorgis, suggested that Geldof's own career might benefit from the venture, the singer responded with two words of unsurpassable vigour.

It was, however, a studied boorishness. Geldof set out quite deliberately to create an atmosphere of brutal naivete which enabled him directly to ask the questions no one else dared put to the Ethiopian

socialists: how could they afford the largest standing army in black Africa when they could not afford to feed their people? Why was food being denied to the hapless peasants in Tigré and Eritrea, which were under the control of rebel armies? The Dergue officials smiled coldly and thought of the £8 million the singer had to give away.

Geldof's sensitivity and intelli-



gence were well displayed during the visit. He arrived without the usual pop star fuss, travelling on a cheap ticket with a cheap airline (unlike his US counterpart Harry Belafonte who came with an entourage of 30 in a fleet of light aircraft and made a regal progress through a camp whose population had been lined by the roadside to wave).

He sat through long technical meetings with aid workers and RRC officials and if his jokes were crude the same could not be said for the substance of his observations. When photographers demanded that he travel to the camps to be pictured holding a starving black baby he declined on the grounds that people did not want to have their indignity magnified in such a way.

At the end of his trip he and the handful of full-time Band Aid volunteers had worked out a strategy which enabled them to make full use of the expertise of existing aid organizations like Oxfam, Save the Children and Unicef. They thus avoided the pitfalls of other inexperienced donors (like Robert Maxwell's *Mirror* Mercy Flight which deluged Keren camp with tons of Chocolate Horlicks - something the Ethiopian peasants would not touch) without incurring the expense of establishing field offices or linking themselves too closely to existing organizations.

"It was a very clever approach for a new agency," said one senior Oxfam official. "It provided them with shopping lists of what was needed but allowed them to retain control of their operation and to fill the gaps as they saw them." Aid workers at the sharp end of the relief operations have been pleased with the results.

Most large donors in Sudan and Ethiopia are national governments and major international organizations dominated by demanding bureaucrats. In the field, relief workers speak with incredulity of European-based officials who, with straight faces ask for the name of their organization to be stencilled onto every food bag or who demand individual documents bearing the signature or thumbprint of every farmer who has received their seed.

Harassed field staff, searching for more lorries to move grain around the western wasteland, can be seen on visits to Khartoum in desperate negotiations with desk-bound officials who deflect requests for help with counterdemands for reports, proposals and feasibility studies. These are the men with an answer for everything and a solution for nothing.

By contrast, the Band Aid people have acted quickly and decisively. Already, within days of the Live Aid

Getting food to where it's needed, the priority that is often forgotten.  
Right: Bob Geldof

concert, some of the money has been spent by pop officials who question the shibboleths of the existing donors.

In the centre of Sudan, in the midst of the mounting cry for more lorries, a fleet of 30 vehicles has for months been standing idle. They once belonged to the Chevron oil company, forced to reduce its operations dramatically because of the civil war in the south.

Live Aid officials asked why no one had bought them. It was against the policy of the major donors to buy second-hand vehicles, they were told. Live Aid has now acquired them and handed them over to the same Save the Children workers whom the EEC man was demanding should first produce a report. The pop charity has also invented a new shipping system which involves a regular shuttle from Britain to the Red Sea ports on which relief agencies can book free space at much shorter notice than that required to charter ships independently.

The unsophisticated approach, it seems, can produce results. But then hunger is a rather unsophisticated experience.

## Democracy: doubts that mar the celebrations

Athens What is the future of democracy in Greece? The question faces Greeks today on the anniversary of the collapse of the military dictatorship in 1974. This year, for the first time, they celebrate without Constantine Karamanlis, the man they had turned to in their hour of crisis to steer them back to democracy.

Today Karamanlis, a hale 78, is a Greek Cincinnatus who has retired to a private life, but who will probably be available if Greece runs into dire straits again. He was jilted out of office last March when Andreas Papandreu, leader of the ruling socialists, went back on his pledge and refused to support Karamanlis's reelection for a second presidential term. But there is no apparent bitterness on his part.

In a country that usually does not honour its heroes until they are dead, few honours could rival that paid to Karamanlis by one million Greeks when they poured out into the streets of Athens, on a summer night in July 1974, holding lit tapers to welcome him home. Many of those people cannot help feeling

misgivings today that, under the socialists, Greece may be heading for more autocratic forms of government.

In the six years Karamanlis ruled Greece after the fall of the seven-year-long junta, he sought to give Greek conservatism a more human face. After averting a catastrophic war with Turkey over Cyprus he legalized the Communist Party, staged early elections which he won, settled the question of the monarchy by plebiscite and produced a new constitution. Once the risk of another military coup was neutralized, he had the junta leaders rounded up and jailed for life.

Karamanlis went on to anchor Greece firmly to the West by joining the European Community, and finally ensured that political parties could alternate in power without upheavals or coups d'état as had been the practice in the past.

Papandreu's course has been completely different. In four years the socialists have managed to bring the country's institutions under their absolute control by weeding out from key posts anyone not loyal to

the party. And now that unemployment is rising a recommendation for a job from the local party branch office is essential.

Reforms concerning parliament, local government, the trade unions, farm cooperatives, industry, education, health, television, the police and, perhaps to a lesser extent so far, the armed forces, are designed to increase the powers of the executive in the name of decentralization. Within the executive, more and more powers now go to the prime minister in what the opposition already has denounced as a "prime ministerial dictatorship".

Misgivings were increased by the manner in which promises made to Karamanlis were so brazenly broken, and in which parliament was manipulated to produce a successor for the presidency.

Papandreu's vision of a defiantly non-aligned Greece, surviving on a self-sustained economy, has been frustrated by the constraints that make the Greek government reliant on the West for aid and loans to offset soaring deficits, and for arms to keep Turkey at bay in the Aegean.

Mario Modiano





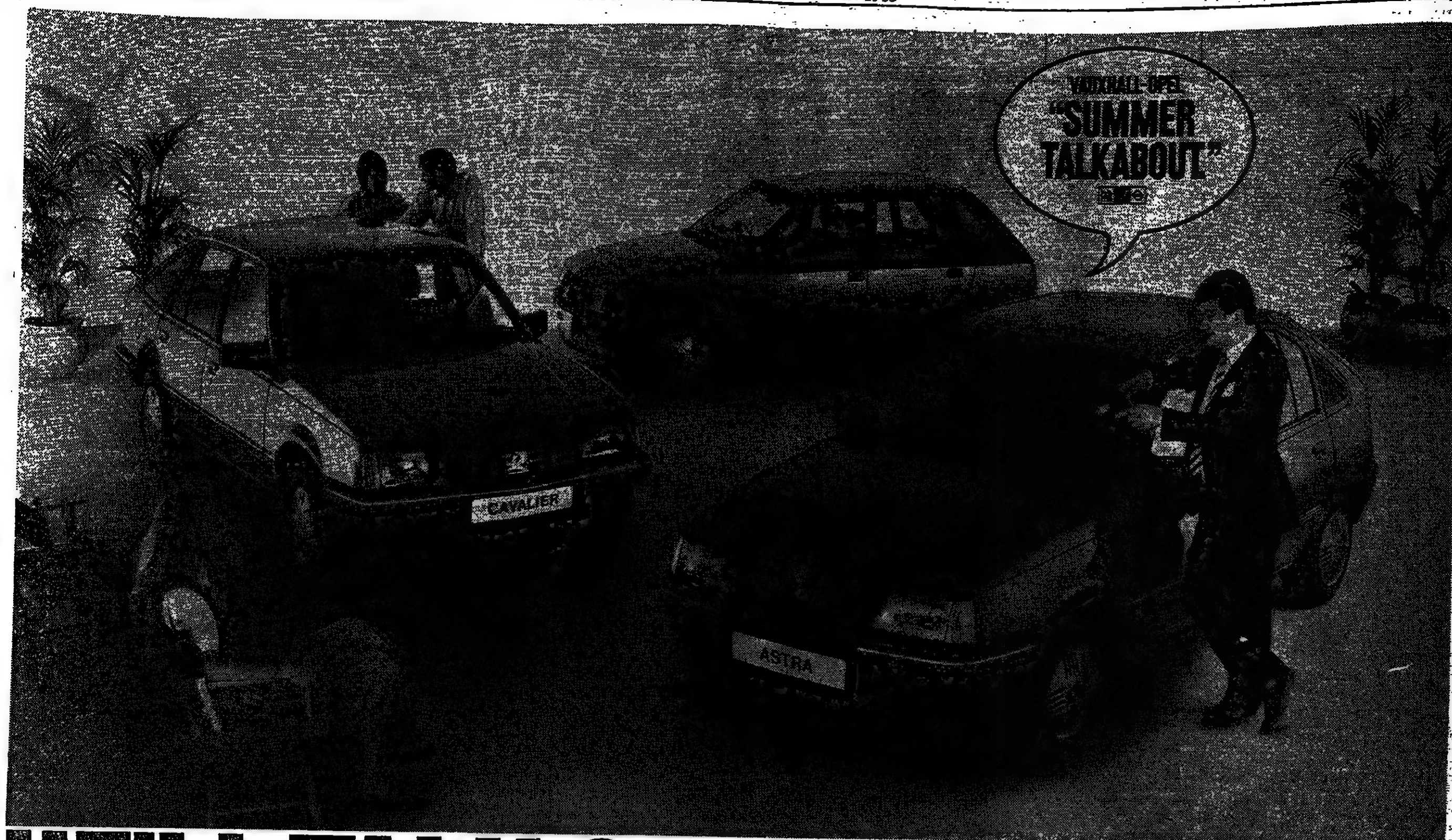


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# HE'LL TALK CAVALIER, ASTRA, NOVA AND TURKEY.

You'll find your local Vauxhall-Opel dealer in a very talkative mood these days.

After all, it is our 'Summer Talkabout' promotion.

He'll talk about special deals.

He'll talk about C-registration models.

He'll talk about trade-ins and even finance.

And of course, he'll talk about our extensive range of cars.

For openers, there's the Nova. With the addition of 4 and 5-door models it's now Britain's biggest range of small cars.

Then there's the new Astra, which set tongues wagging the day it was launched just under a year ago.

(And was subsequently voted "Car of the Year 1985")

The class leading Cavalier too has always proved popular with critics and public alike.

Now it should be even more popular with the introduction of extra fuel injected models and the special edition Commander.

When it comes to the sporty Manta, your dealer will do some fast talking.

And he'll be more than happy to point out every luxurious feature on the executive Carlton, Senator and Monza.

So why not pop down to your local showroom. You could find you have a thing or two to talk about.



## VAUXHALL-OPEL

Better. By Design.

"CAR OF THE YEAR" IS ORGANISED BY TELEGRAPH SUNDAY MAGAZINE, QUATTROVOTE, AUTOVISIE, L'EQUIPE, STERN AND VI BILAGARE.

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By John Lawless  
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But MPs are worried  
whether secret talks on co  
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actually pay their bills.  
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## FINANCE AND INDUSTRY

Executive Editor Kenneth Fleet

# Latin American debtors make headway

A clutch of new "austerity and stabilization" measures has been announced by Latin America's biggest debtors. Most significantly Argentina has finally signed a memorandum of understanding with the International Monetary Fund which should strengthen President Raoul Alfonsín's battle against hyper-inflation and a chronic government deficit. The Fund will make more than \$1 billion available and the agreement has opened the way to \$4.2 billion in fresh credits from commercial banks, of which \$2.2 billion should be available in September.

In return President Alfonsín has presented the Argentine Congress with proposals for cutting the public deficit from 12 per cent of gross national product last year to 4.1 per cent this year. The Argentine government has also undertaken to clear by next March an estimated debt arrears of \$3.4 billion.

Faced with similar problems Mexico has advanced similar solutions. For several weeks the foreign exchanges have been showing clear signals that holders of pesos, not least Mexicans, were unhappy about the progress being made by President Miguel de la Madrid's administration. Since July 10 the peso has tumbled from an official rate of 245 to the dollar to a free market price of about 400.

President de la Madrid has promised cuts in public spending, lowering of import barriers, and a more market-sensitive foreign exchange policy. But the dilemma here is what will happen to oil prices. A fall in the volume of oil exported has cost Mexico \$1.7 billion, although that has partly been offset by lower interest rates. The political risk inherent in liberalization at a time of falling oil prices is considerable.

Nowhere is the political dimension of economic policy in Latin America more vividly illustrated than in Brazil. The government has proudly announced that this year's current account deficit can be financed without further borrowing. The surplus on merchandise trade for the whole of 1985 is now expected to be \$12 billion, a little more than last year. But virtually all the improvement has come from restraining imports rather than promoting exports.

There are tentative grounds for believing that the most important Latin American countries are slowly coming to grips with their deep-seated economic problems, of which huge external indebtedness is only one manifestation. The new approach, carefully nurtured by banks and international agencies, is intimately bound up with the emergence of domestic governments. It is up to these same banks and agencies, and the leading western powers, to see that the progress is maintained.

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In other words, after the traditional interval the curtain has risen on the closing acts of this drama. The Guinness offer "closes" for a second time tomorrow. It will be extended, at the very least. The bid will probably not be increased until after Bell renews its defence with a profit forecast. That will probably allow Guinness to say that there is, after all, justification for a better offer.

That is also the time-honoured moment for rival bidders to step downstage before the footlights. The target firm has laid out all its wares, and the original predator has produced its "real" bid. Who might it be? Why not one of Mr Saunders' previous employers, Beecham Group? It is a company well versed in the very marketing skills that Mr Saunders, a former state pupil, now wishes to apply to Bell. Then we would indeed see a battle royal.

## Telecom still part of Great Britain Ltd

The dilemma exposed by Professor Bryan Carsberg, director-general of Ofel, in his report on British Telecom's orders for the Thorn-Ericsson System Y exchange is a peculiarly ticklish one. His ingenious solutions do not resolve it and are unlikely to mollify GEC and Plessey, producers of the rival System X.

Essentially, BT ordered System Y to encourage the suppliers of System X by introducing a little sideways competition. This was an idea long at the back of the minds of BT managers. When the prospect of privatization stimulated their commercial instincts, they put the thought into practice, thus unilaterally ending the previous cosy arrangement. Viewed in a purely British context, that must be a plus; indeed, this is just the sort of benefit we expect to flow from privatization.

The trouble is that, while Plessey and GEC had a captive customer in the old BT, they were also captive suppliers. The advent of Mercury hardly alters that equation yet. System X was built to BT specifications and the companies geared up investment to sell it to BT Export orders have failed to materialize so far, partly because the other big markets have similar cosy arrangements with domestic suppliers, partly because British export aid is not used as part of industrial policy as in many rival countries, and partly because of the suspicion that BT's needs might not be the same as those other potential buyers.

Opening up the British market again to the Anglo-Swedish product is therefore a straight loss to these British firms, without compensation in the liberalization of other markets, even (perhaps especially) within the European Community.

Professor Carsberg's compromise solution is basically to soften the effect by asking BT not to increase its non-System X order rate for three years and then to suggest ways out of the dilemma: state aid for exports, pressure on other countries to liberalize their markets and a joint industry research effort to resort to foreign licences. The idea that any of these avenues is likely to produce results is optimistic.

Mrs Thatcher has now been converted to more aid for British export contracts but the methods favoured seem unlikely to benefit System X. And it is only when the future of real factories depends on liberalizing trade that we discover just how big the gap between fine words and realities is. The West German economics minister is having great difficulty introducing some internationally competitive public purchasing and Germany is our strongest ally here.

Meanwhile, Professor Carsberg has reminded BT that the purpose of competition is to strengthen our industries by forcing them to cut costs, and not to damage them, as may be the case here. This point has some general application to the privatization of state monopolies. There is an awful tendency for those released from the dead hand of public policy to overreact and become, for a time, caricatures of the ruthless industrialist.

There may be some justice in that and certainly an element of getting their own back. But privatized companies should understand that they are still part of Great Britain Limited. Indeed the economy would run more smoothly if private companies co-operated more strongly rather than, as hitherto, depending on the state to enforce what it takes to be the public interest, with all the misjudgements and inefficiencies that has entailed.

## ECGD 'back in the black'

By John Lawless

The Export Credits Guarantee Department, which has had to borrow more than £400 million from the Treasury, claims it is now trading profitably. The House of Commons Public Accounts Committee said yesterday that, as a result of premium increases and more careful underwriting, the state insurance agency is now paying its way.

But MPs are worried about whether secret talks on co-operation with private insurers could leave the ECGD as a dustbin of bad risks. They want to see a clampdown on companies who make claims and then fail to hand over money when overseas customers eventually pay their bills.

The profits, however, will not show through in the ECGD's trading results for three to four years.

# British Gas profit falls £200m but City remains optimistic

By David Young, Energy Correspondent

British Gas, which is due for privatization in the autumn of next year with a potential £8 billion price tag, yesterday announced a £200 million drop in its profits for the year to March 31, but still recorded earnings of almost £4 million per day, with profits of £651 million, and a payment of £500 million to the Government in the shape of a gas levy.

Its annual accounts show how dependent the corporation is on the sterling-dollar exchange rate and the world oil price, with £100 million of the profit reduction due to oil price movements affecting the price it pays for the natural gas from the North Sea.

Nevertheless, the profit figures are unlikely to dent the City's and the Government's enthusiasm for moving British Gas into the private sector. The timetable for privatization is meeting the Government's schedule, with the legal requirement going before Parliament in late September, and the eventual sale a year later.

The figures are also unlikely to quell the protests about the sale from the gas industry unions, who were told yesterday that the corporation is to continue shedding 3,000 from its work-force of 91,000 each year for the next five years, in line with previous gas corporation announcements.

The consumer organizations are unlikely to diminish their efforts to have British Gas declare a freeze on gas prices to the consumer.

Yesterday Sir Denis Rooke, the chairman, confirmed that he will take the corporation into the private sector, but was less clear on his longer term plans. He said: "By then maybe people will think I will be too old for the job."

Sir Denis would not be drawn into giving an indication of how a privatized British Gas would organize its pricing policy. He said: "I know I am expected to say something about gas prices. However, because of the continuing volatile dollar-pound exchange rate, and the uncer-



Sir Denis: 'gas sales up by 2.7 per cent'

tainty over oil prices, the corporation is not in any position to forecast what will happen to gas prices next year, and I am not prepared to speculate."

He added, however, that in the past British Gas policy has been to increase prices in line with its need to run an efficient organization and pay for new

investment, and he said that this would continue.

Sir Denis said that total gas sales had increased by 2.7 per cent over the previous year. He said: "This was achieved against a background of difficulty in much of the economy and notwithstanding tough competition from other fuels and the growing numbers of retailers and firms challenging our appliances and customer service businesses."

On privatization, Sir Denis said: "We are pleased that in the proposals the integrated structure of the industry will be kept intact."

Under privatization, we have been promised less interference from the Government and greater freedom to run and develop the business."

Sir Denis yesterday confirmed that when privatized British Gas will move back into oil exploration - "It is natural because oil and gas go together" - and that the corporation could ultimately become a major explorer for oil and gas overseas.

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## Sterling jumps to \$1.4147

By David Smith, Economics Correspondent

The pound rose 2.55 cents to \$1.4147 yesterday, reviving hopes of another reduction in base rates. The sterling index rose 0.6 to 84.2.

Sterling's revival came as the dollar's recovery, helped by weekend uncertainties within the European Monetary System, ran out of steam. The pound also benefited from the absence of adverse news for oil prices from the meeting of the Organization of Petroleum Exporting Countries (Opec) in Geneva.

The pound traded at \$1.4210 yesterday morning, before settling at around \$1.4150. Last night, in New York, it slipped to \$1.4055 on profit-taking.

Money market dealers expect a further half-point reduction in base rates in the next week or so.

After the Opec meeting, the next focus for the London markets is likely to be the July money supply figures, due on August 6. Money market rates edged down yesterday, three-month interbank falling ¼ to a middle rate of 11 ½ per cent.

In Washington, the US Labour Department announced that consumer prices rose 0.2 per cent last month, the same as in May. Prices were 3.7 per cent up on a year earlier, and the rise was in line with market expectations.

The markets were surprised, however, by the buoyancy of

American durable goods orders, which rose 1.8 per cent last month, after a revised May rise of 3.3 per cent. Non-defence orders rose 0.7 per cent in June, following a 0.6 per cent May increase.

Mr Malcolm Baldrige, the Commerce Secretary, said the figures showed that US industry may be emerging from its doldrums. He repeated his call of last week for lower interest rates and a lower dollar.

However, Mr Preston Martin, the Federal Reserve Board vice-chairman, in a television interview, said the Fed had done enough to keep the US economic expansion going. He said a dollar collapse was a "remote possibility".

## Hampton Trust profits soar to £677,000

By Michael Prest, Financial Correspondent

Shareholders in Hampton Trust, the mining-turned-property company, are to receive their first full-year dividend since the company's formation in 1924. The payment has been made possible by a sharp increase in pretax profits to £677,000 from £119,000.

Hampton has declared a final dividend of 0.35p net, making 0.7p for the whole year to the end of March. The main source of extra income was revenue from the British property interests, which rose from £335,000 to £1.03 million.

But other income was up substantially, from £128,000 to £786,000, largely because of the revaluation of land in Australia - which had been in the books at 1924 prices - and the success in floating off just under half of Mt. Martin Gold Mines.

"Net assets doubled to £10.7 million. Market sources expect that net assets will double again this year, and that bank finance will be mainly replaced by long term mortgages. Exploration around Kalgoolie in Western Australia could find a significant gold prospect."

## Toyota to build cars in N America

Tokyo (Reuters) - Toyota plans to build cars in the United States and Canada from 1988, the company said in a brief statement.

Annual production is projected at about 200,000 in the US and 50,000 in Canada. Toyota exports about 630,000 cars a year to the US now.

It also said its equally-owned joint venture with General Motors in Fremont, California, would build 50,000 cars a year for Toyota from Autumn next year.

The Fremont plant started production of Toyota-designed cars last December for sale by GM. Planned eventual output is 200,000 cars a year.

Toyota said details of the planned US and Canadian production, including plant sites, were still being worked out.

Toyota's move comes after similar decisions by its main competitors in Japan, Honda and Nissan are already building cars in the US, and Mazda and

Mitsubishi have announced plans to do so.

Toyota said its North American venture would include building two-litre cars in the US and 1.6-litre cars in Canada. The Toyota-GM plant will produce a version of the Corolla.

The decision came a week ahead of the expected announcement of the Japanese Government's proposed "action programme" designed to appease criticism abroad of Japan's large trade surpluses, especially with the US.

## Forte angry over Savoy flats sale

By Patricia Wheatcroft

Ladbroke Group is asking a total of £5.7 million for the 13 apartments in what used to be the east wing of the Savoy Hotel in London. Prices for 120-year leases range from £280,000 to £925,000 and the potential profit to Ladbroke is already being used as extra ammunition in Lord Forte's campaign against the Savoy management.

"I cannot understand people who pose as guardians of the Savoy selling part of the building. It was sacrilege," Lord Forte said. "If they had kept that wing, they would be making between £1 million and £1.5 million profit on it now."

Instead, the Savoy sold the wing in 1981 for £7.25 million. Ladbroke will not say how much has been spent on converting the building into offices and apartments but at the beginning of this year it let the 50,000 sq ft of office space for a reputed net £1 million a year rent.

Savoy stands to collect a fifth of any development profits Ladbroke raises on sales of the flats but will have a long wait for similar rewards from the offices. "Our plan is to hold them as an investment," said a Ladbroke spokesman.

"Ladbroke is a very good company. I have no doubt they will have done well on the deal," Lord Forte said. He is now taking his battle for control of the Savoy to the Charity Commissioners, with his solicitors writing to the Commissioners querying the behaviour of the Savoy trustees in turning down Trusthouse Forte's premium offer.

## IN BRIEF

### RSPCA to lobby firms

The Royal Society for the Prevention of Cruelty to Animals (RSPCA) will be putting questions to directors during annual meetings of public companies involved in activities which are contrary to RSPCA policies. The campaign begins today at the Beecham annual meeting which will be attended by Mr Anelay Hart, chairman of the RSPCA council. Tomorrow, the Boots annual meeting will be attended by the society's vice-chairman, Mrs Joan Feltham.

Both companies undertake animal experimentation, according to the RSPCA. A resolution passed at the charity's own annual meeting last month called on the RSPCA to use its position to educate and influence shareholders of companies.

### Dividend up

AAH is to pay a final dividend of 4.12p, making a total of 6.8 (6.12p) for the year to March 31 1985. Pretax profits rose from £10.5 million to £11.3 million.

Tempus, page 19

Damon Biotech, a subsidiary of Damon Corporation of the United States, is investing more than £30 million in a new biopharmaceutical plant in Livingston New Town, near Edinburgh, the Scottish Office said. The plant will be one of the largest investments in biotechnology made in Europe, and the biggest of its kind in the world.

### New PR team

The British arm of the New York public relations group Daniel J. Edelman has bought Derek Dale & Associates, a British financial PR consultancy. The new company, Edelman Dale Financial Communications - will have a combined fee income of £350,000 a year and will rank among the top 10 financial PR companies in Britain.

### BP purchase

British Petroleum's proposed purchase of Mebon, manufacturer of coatings, finishes and paints, has been declared unconditional now that it owns 94.4 per cent of the company.

Mr Norman Tebbit, the Secretary of State for Trade and Industry, has decided not to refer the proposed acquisition by Industrial Equity (Pacific) of a 62.4 per cent shareholding in Tozer. He has also decided not to refer the proposed acquisition by Royal Insurance of Lloyds Life Assurance.

### Clay rejection

Richard Clay, the printer, has written to shareholders rejecting the offer from McCorquodale, another printing firm.

### Jobs study

The Government believes that some professions may still be operating restrictive practices. It has asked the Director-General of Fair Trading to study the professions and, in particular, remaining restrictions on advertising of services.

### Reed ahead

Reed International's trading profits for the first three months to the end of June are in line with budgets and ahead of results for the same period last year, Sir Alex Jarratt, chairman, said, but gave no details.

This advertisement is issued in compliance with the requirements of the Council of The Stock Exchange.



**YELLOWHAMMER PLC**

(Incorporated in England No. 1393446)

PLACING BY  
**JAMES CAPEL & CO.**

of 2,580,000 Ordinary Shares of 5p each  
at 110p per share

## SHARE CAPITAL

Authorised £650,000 Issued and now being issued fully paid £518,000

Yellowhammer plc is a holding company which, through its subsidiaries, is engaged in the advertising and marketing services industry.

Its main subsidiary, The Yellowhammer Advertising Company Limited, plans, conceives and executes TV and press advertising together with other promotional material for a wide range of clients.

Application has been made to the Council of The Stock Exchange for the whole of the issued share capital of the company to be admitted to the Unlisted Securities Market. A proportion of the shares being placed is available to the public through the market. It is emphasised that no application has been made for these securities to be admitted to listing.

Particulars of the company are available in the Extel Statistical Service and copies of such particulars may be obtained during usual business hours on any weekday (Saturdays and Bank Holidays excepted) up to and including 7 August 1985 from:-

James Capel & Co.,  
Winchester House,  
100 Old Broad Street,  
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Yellowhammer plc,  
46 Wigmore Street,  
London W1H 9DE.

24 July 1985.

## MARKET SUMMARY

### STOCK MARKETS

FT Ind Ord	321.1 (-4.2)
FT-A All Share	N/A
FT Govt Securities	83.29 (+0.33)
FT-SE 100	1233.1 (-8.0)
Bargains	19,500
Dataseam USM	35.55 (-0.44)
New York	
Dow Jones	1383.68 (+6.05)
Tokyo	12,762.83 (-8.83)
Nikkei Dow	
Hong Kong	1673.85 (-15.00)
Hang Seng	218.1 (-1.1)
Amsterdam	933.7 (+7.4)
Sydney: AO	
Frankfurt	1405.8 (-10.5)
Brussels	
General	313.61 (+2.19)
Paris: CAC	217.9 (-0.7)
Zurich	
SKA General	389.90 (+2.80)

### GOLD

London fixing	\$322.75 pm \$322.50
close	\$321.75-\$322.25 (\$227.50)
228.00 New York	
Comex (latest)	\$321.75

### MAIN PRICE CHANGES

RISES:	
Falcon Resources	58p +13p
Adam Leisure	5c +1p
Metal Sciences	10p +1p
Vision Group	147p +12p
Promotions House	25p +2p
Johnson Matthey	101p +8p
Milford Docks	89p +7p
Evered Holdings	243p +17p
Hamblins L/V	147p +10p
Carvermor	65p +4p
Jonas Woodhead	33p +2p
Arlen Electrical	53p +3p
Memcom Int'l	190p +10p

### FALLS:

Microtec	38p -5p
G B Castle	26p -3p
Monument Oil & Gas	11p -1p
Comp & Systems Eng	187p -15p
Petrol	125p -10p
Hollas Group	26p -2p
Edinburgh Oil & Gas	40p -3p
Wyndham Group	68p -5p
Oceanics Group	75p -5p
Horizon Travel	95p -8p
British Oil & Mineral	16p -3p
Wolverhampton Laundry	52p -3p

### CURRENCIES

London:	
\$: £1.4147 (+0.0255)	
DM: £0.0235 (-0.0162)	
Sfrs: £0.3044 (+0.0030)	
FFr: £0.1233 (+0.0174)	
ECU: £0.5579 (+0.0030)	
Yen: £0.3363 (+2.89)	
Index: 84.2 (+0.6)	

### NEW YORK:

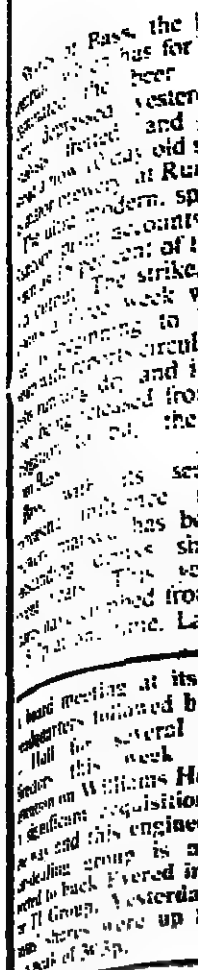
\$: DM 2.4847	
\$: Index 137.4 (-1.6)	
SDR £0.735135	

### INTEREST RATES

London:	
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# Bas



The first thing I noticed was what he was saying. He was talking about the importance of the family unit, and how it was the foundation of society. At the time, I was a young man, and I had never before heard anyone speak so eloquently about such things. His words struck me like lightning, and I felt as if I had been given a new perspective on life.

I remember feeling a sense of awe and wonder at his words. It was as if he had opened up a whole new world to me, one that I had never known existed. I was captivated by his voice, and I found myself listening intently to every word he said. It was a rare moment in my life, and I treasure it to this day.

His speech was a testament to the power of language and the ability of a single person to inspire others. It reminded me of the great orators of the past, who had used their words to change the course of history. In that moment, I realized that I had been fortunate to witness something truly remarkable.

As I look back on that experience now, I am struck by the impact it has had on me. It has shaped my worldview and influenced the choices I have made throughout my life. I am grateful for the wisdom I gained from that speaker, and I hope that his message will continue to resonate with others long after he has passed away.

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Years ended 31st

Profits before tax  
Earnings per share  
Dividends per share  
Capital

For a copy  
To The Secretary,  
Woburn Sands  
Buckinghamsh

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_



Bells has lost its way. Guinness is good for Bells.



STOCK MARKET REPORT

# Bass shares slip 13p as strike bites

By Derek Pain and Pam Spooner

Shares of Bass, the brewing company which has for so long dominated the beer market, were depressed yesterday as analysts fretted and fussed about a now 10 day old strike at its major brewery, at Runcorn. The ultra modern, space age Runcorn plant accounts for as much as 15 per cent of the Bass beer output. The strike, which follows a three week work to rule, is beginning to hit the group with reports circulating of pubs running dry and in some cases being released from their obligation to buy their beer from Bass.

Bass, with its seemingly increasing influence in the brewery market, has been the outstanding drinks share of recent years. This year the shares have climbed from 472p to 577p at one time. Last year a board meeting at its Gwent headquarters followed by a trip to Hull for several of its directors, this week focused attention on Williams Holdings. A significant acquisition in the way and this engineering to car-dealing group is also expected to back Evered in its bid for TI Group. Yesterday, Williams' shares were up 8p to a new peak of 303p.

They were as low as 300p. Yesterday the shares fell 13p to 541p.

The market is growing increasingly afraid that the strike will retard what has been often remarkable progress. There had been hopes that Bass would hit profits of £260 million this year. At least one analyst has trimmed his forecast, which stretched to £258 million, by £1 million or so.

If the strike lasts much longer profit forecasts will be pulled back further. There are already growing fears that Bass, with 13 breweries and facing its first significant confront with the militant drink trade unions for more than five years, will start to lose its premium share rating.

Generally the stock market turned in another drab performance. Although shares finished above their low points the FT 30 share index was again weak, declining to its lowest level this year - down 4.2 points at 921.1 points.

The 100 strong FT-SE share index also faltered, slipping 8 points to 1,233.1 points. At one time it was down 12 points. But Government stocks had a good day. Helped by hopes of lower interest rates on the back of a strong pound they scored gains of up to 2 1/2.

Following bid clearance at Arthur Bell, the distillery group, market men got stuck into some speculative buying and trading volume in the shares was high. The belief is that Arthur Guinness, the bidder, will have to up its price in order to clinch the bargain. The opening offer from Guinness was nine of its shares for 10 of Bell, with a 22 1/2p share share alternative.

The Bell price rushed ahead to 245p, up 9p on the day and smack in line with the Guinness share price which was down 5p at 245p. That makes the speculators hope for a revised one for one offer, and a possible 23 1/2p in cash.

But there is an alternative way of looking at the situation - the view from the Guinness side. If the stout maker does offer more the cost is bound to look rather high. The terms the market hopes for would mean a total addition to costs of about 17 per cent, what with the extra shares and a bigger cash underwriting bill.

There are plenty of City men who think Guinness is not prepared to pay that sort of premium. Certainly, there are analysts around who would be very negative about Guinness paying such a price.

Guinness is also thinking carefully how to handle itself in this, its first big takeover attempt. Though it may want to win the bid battle, it surely does not want a Pyrrhic victory. More action is expected from

Evered Holdings this week. Evered, which last week announced an 11.6 per cent holding in TI Group, is thought to have been buying again on Throgmorton Street and taken TI stake to 14.99 per cent. Although the TI share price slipped 6p yesterday, it showed

James Capel, the stockbroker, yesterday placed 24.9 per cent of Yellowhammer, the advertising services firm, at 110p a share, valuing the company at £11.4 million and giving an annual tax p/e of 16.9. Yellowhammer made profits of £779,000 on gross billings of £17.68 million in the year to March, and forecasts a pretax figure of £1.15 million for this year. All but £400,000 of the £2.6 million raised by the placing goes to existing shareholders.

a 21p gain on Monday, and market men felt certain that Evered had been back for more. The company, which has been turned into an industrial holding company under the leadership of the Abdullah brothers, has made its determination to bid for TI very clear. City analysts over the past few days

In a series of meetings Mr Osman and Mr Raschid Abdullah have impressed their listeners with their seriousness and aggression. Though TI is virtually 2.5 times the size of Evered, the City reckons the brothers can draw on plenty of Middle East cash, and are prepared to take on the vulnerable engineering group. They believe TI's senior management for the company's position, but believe that it can quickly be brought back to a growth path.

City men have seen Evered succeed in similar, though smaller, situations, and look like supporting any takeover attempt. Evered began its push for TI by lining up Hoare Govett, one of the Square Mile's most-respected broking houses, as its stockbroker.

But, whatever the outcome of any takeover offer for TI, Evered itself looks like being a clear winner. If it gets TI, analysts foresee good prospects for the new group, and if a bid fails Evered will still be looking at a profit on its share stake.

As a result, Evered shares have also been on the move, rising 17p to 243p yesterday. Quilter, Goodison, the broker, appeared to be leading the buying though there is a thin market in shares and stock was hard to come by. Quilters is expected to release an analysis of Evered in the next few days.

At the other big bid front, House of Fraser revealed yet another increase in its holding of Debenhams shares. The new Egyptian-run retail group has 11.43 per cent of Debenhams, and shows no sign of ceasing to buy. Debenhams shares were down 1p at 313p.

Burton Group, the bidder for the department stores, chain, saw its share price slip 3p to 446p.

Habitat-Mothercare, meanwhile, got a boost from Wood Mackenzie, the broker, which has tagged the shares as a "short-term buy". Habitat is due to reveal plenty of good news over the coming weeks - what with presentation of new products and the shareholders meeting - and yesterday its shares rose 6p to 392p as it steadily moves back towards its trading peak of 410p.

On the Unlisted Security Market, Bluebird Toys showed no reaction to news that the Swiss company Financiere Frasnard, has built up a 6.2 per cent stake in the British company. Bluebird's chairman, Mr Torquill Norman, said: "We have written to them to find out if they are beneficial owners of the shares, but, as yet, we know nothing about them."

RMC Group has pulled out of the concrete business in Hong Kong, selling its 50 per cent stake in its local subsidiary for just over £6 million in cash plus the repayment of £2.14 million

worth of loans to RMC. But the news did no good for the shares, and RMC slipped 2p to 382p.

Shares in British Electric Traction were boosted by income-seeking institutions. The big final dividend announced last week has brought the big buyers in.

Johnson Matthey was also on the move following another optimistic note from a City firm. The shares rose 8p to 101p.

Reed International were weaker, down 8p at 629p, despite a reasonably encouraging end of term report from retiring chairman Sir Alex Jarratt.

He told shareholders at the annual meeting, there were unlikely to be any major provisions in the current year - a constant problem in the past -

Eldridge Pope & Co., the USM-traded, family-controlled, brewing group, is establishing a City fan club. L. Messel & Co., the broker, recently acquired the taste for the shares and now another broker, Hoare Govett, has described the shares as "undervalued". Mr Russell Hart, a Hoare analyst, expects this year's profits to reach £2.7 million against £2.3 million. The shares rose 2p to 204p yesterday.

giving the group "ample elbow room" to look around for acquisitions.

Trading profits in the first three months are ahead of a year ago, Sir Alex added. These results reflect a good recovery in United Kingdom paper making and have been achieved in spite of difficult trading conditions in the United Kingdom advertising market.

Imperial Group was the intriguing counter on the London Traded Options Market yesterday with 1,227 calls and not a solitary put. Commercial Union was also active with more than 1,000 calls and a handful of puts. Overall there were 16,111 bargains.

TEMPUS

## Cautious British Gas figures pose problems for flotation

British Gas, like many a wonder of the British industrial scene, has a multitude of moving parts. Getting all the tapestries and pistons of this industrial group to fire harmoniously in time for next year's flotation could prove taxing.

The latest report, and accounts, out yesterday, reveal how much work is required to make gas an attractive proposition for investors.

A £213 million fall in profits to £736 million before tax, as reported for the year to March, is not alluring. The company must surely hope to show an upward trend before flotation. Sir Denis Rooke, chairman, points out that the fall in sterling against the dollar together with oil price movement cost £100 million. Even so, there was a significant drop in profits. The company would rather divert attention to its cash generating powers. Last year it made a £194 million cash surplus.

Competition is increasing. This and the sharply rising cost of natural gas, as more distant fields are developed, is making growth difficult. Great strides have, however, been made in cutting cost, with the work force down by nearly 4,000 last year. The company forecasts a 10 per cent rise in gas sales in the next five years.

The accounts have several unusual features. The company uses current cost accounting in preference to the historic cost system. Its seven-line attempt at giving historic cost figures reveals that profits would have been £1,002 million before tax had the more usual accounting principles been used.

In arriving at the £1,002 million total the company has also adjusted for a small but not unimportant item. In the main current cost accounts it does not charge the £24.5 million interest paid out on borrowings against pretax profits, although it does take in

£85.2 million interest received on its cash holdings. The auditors, Price Waterhouse, however, have given the accounts a clean bill of health.

To be comparable with other companies, certain other adjustments have to be made. The £1,002 million total is of replacing gas mains, a sum which other companies might have capitalized. It is also after charging the £303 million costs of replacing gas mains, a sum which other companies might have capitalized. It is also after charging the £303 million costs of replacing gas mains, a sum which other companies might have capitalized.

Which profit figure will be used in valuing British Gas? And what multiple of earnings will be applied? A hypothetical p/e of 10 on profits of £1,800 million, assuming 35 per cent tax suggests a theoretical price tag of some £12,000 million. That sounds frightening although it is less than BT's market value.

Behind the scenes there must be tough negotiations on the regulatory structure, the gas levy and the company's debt, which it would rather be without. Until these vital issues are settled, the equity market should not take fright.

Some brokers, for example, now forecast that AAH profits in 1985-86 could rise from £11.2 million to more than £17 million, courtesy of the Vestric deal. Pro forma, that means the target p/e of around 8.5 exceeds the yield by about a point only.

noon, as a 1.8 per cent rise in US durable goods orders for June pushed New York bonds down another 1 point.

Yet buoyant sterling and fair news from Opec augurs well for a fresh attack on the 10 per cent yield barrier.

### AAH Holdings

The oldest conundrum in the City's book concerns dividends. High pay-out ratios drain cash out of the business when capital is scarce. Yet increasing yield makes fund managers happy and facilitates the odd equity issue to raise more cash. Success lies in getting the synchronization right.

AAH Holdings' performance last year demonstrates just how sweetly the whole manoeuvre can be executed, if all goes according to plan. For years, the group has maintained a high pay-out ratio, relative to other solid fuel distributors, in a bid to buy a better rating. It seized the opportunity to buy Vestric, the wholesale pharmaceutical distributor, from Glaxo for £15 million, largely because it was confident of funding the purchase through the market.

The subsequent vendor placing left institutions happy for two reasons. A placing price of 113p looks cheap compared with yesterday's quote of 140p and gives a capital gain of 25 per cent so far. Yet the increment to AAH's profits this year from Vestric seems bound to boost the 1985-86 dividend, and push the target yield ahead still further.

Some brokers, for example, now forecast that AAH profits in 1985-86 could rise from £11.2 million to more than £17 million, courtesy of the Vestric deal. Pro forma, that means the target p/e of around 8.5 exceeds the yield by about a point only.

COMPANY NEWS

- DEWHURST AND PARTNERS: 26 weeks to March 31. Turnover £206 million (£182 million). Pretax profit £166,405 (£173,358). The board expects a marked improvement for the full year. Interim dividend 3.5 pence (2.5 pence).
- HADSON PETROLEUM INTERNATIONAL: HPI has completed the sale of its British oil and gas exploration and production assets to Brioil. HPI realised a pretax cash consideration of £27 million from the sale, together with reimbursement for all British expenditure made from April 1 on behalf of Brioil.
- REAL TIME CONTROL: Year to March 31. Final dividend 2p (1.5p). Figures in £000. Turnover 3,337 (3,752). Pretax profit 312 (317).
- VIEWPLAN: Year to March 31. No dividend. Figures in £000. Turnover 2,879 (1,401). Pretax profit 704 (453).
- RUSSELL BROS (PADDINGTON): The company is to buy E.G.C. Construction Group for £2.6 million in shares.
- JONAS WOODHEAD AND SONS: Year to March 31. Dividend 0.1p (same). Figures in £000. Turnover 60,996 (63,491). Pretax loss 1,177 (662 profit). Loss before tax includes a provision of £5.3 million for restructuring.
- COMMERCIAL BANK OF WALES: Half-year to June 30. Figures in £000. Pretax profit 963 (777).
- BROMSGROVE INDUSTRIES: Final 0.7p (2p) on increased capital, making 1p (2.7p) for the year to March 31. Figures in £000. Turnover 5,384 (5,177). Pretax profit 212 (255).
- MICROVITEC: The board expects profits before tax for the half-year to June 30 to be about £400,000. Although sales were virtually on target, cost of introducing new products were found to have been underestimated, causing a substantial erosion of gross margins. In the first half of 1985 sales reached about £10 million, an increase of 40 per cent.
- GREENFRIAR INVESTMENT: Half-year to June 30. Net asset per share 277.8p (224.6p). Income from investments £201,376 (170,506).
- PENNY AND GILES INTERNATIONAL: Year to March 31. Arising from the increased profitability the directors recommend a final 1.35p compared with the forecast of 1.1p. Figures in £000. Turnover - Britain 10,629 (9,197). Export 3,540 (2,409). Pretax profit 1,239 (937). The pretax profit exceeds the directors' forecast of £1,075 million made in the prospectus.
- PARKFIELD GROUP: Year to April 27. Final dividend 1.6p, making 2.4p. Figures in £000. Turnover 4,598 (3,566). Pretax profit 488 (loss 65).
- CHASCOX STOCKHOLDERS TRUST: Half-year to June 30. Interim 0.85p (0.75p). The board intends to recommend a final of not less than that paid in 1984. Figures in £000. Pretax revenue 650 (663).
- UNIOCK HOLDINGS: Figures in £000. Year to March 31. Turnover 19,762 (14,423). Pretax profit 1,072 (448).
- FINE ART DEVELOPMENTS: Fine Art has acquired Club Centre of Leeds for £490,000 in cash and 500,000 Fine Art ordinary shares. Club Centre sells greetings cards by mail order.
- ALVA INVESTMENT TRUST: Year to Feb. 28. Final 1.3p, making 2.9p (8p). Figures in £000. Gross income 241 (353). Pretax revenue 97 (218).
- FLETCHER CHALLENGER: Fletcher Properties subsidiary of Fletcher, has sold 47.5 per cent of the shares in Grosvenor Properties to Kupe Petroleum. The sale, which placed a value of NZ \$2.50 (90p) on each ordinary share, is subject to consent under the Commerce Act.
- J. J. & D. FROST: Agreement has been reached between Mr R. J. Frost (chairman and chief executive of Frost) and the remaining directors for the acquisition, subject to shareholders' approval, of the outstanding minority interest in Cash Stamps for £1.05 million which will be satisfied by the issue to Mr Frost of 1.5 million ordinary shares.
- LORNEX MINING: Net earnings of £2.5 million (about £6.6 million) for the six months ended June 30. These results were a sharp improvement over those of 1984, when the company sustained a loss of \$Can 1.9 million in the first half.
- THORPAC GROUP: Year to March 31. Total dividend 2p (2p). Figures in £000. Turnover 4,111 (2,832). Pretax profit 75 (106).
- ASHLEY INDUSTRIAL TRUST: Half-year to March 31. Figures in £000. Turnover 686 (901). Pretax profit 33 (157 loss).
- RENMORE: Year to March 30. Total dividend 1p (1.46p). Figures in £000. Turnover 29,960 (26,777). Profit, before tax, 513 (647).
- ALFRED FREEDY: Year to March 30. Final dividend 2.875p (2.75p), making 3.875p (3.5p). Figures in £000. Turnover 107,420 (93,708). Pretax profit 1,017 (862).
- RMC: RMC's offshoot, Ready Mixed Concrete (SE Asia), has disposed of its 50 per cent interest in Ready Mixed Concrete (HK) to the holders of the other 50 per cent - Anderson Asia Concrete and Anderson Asia Holdings (subsidiaries of Hutchison Whampoa) for HK\$63.75 million (£6.01 million) cash, in addition to a loan of HK\$22.66 million (£2.13 million) have been repaid to Ready Mixed Concrete (SE Asia).
- FORSHAW BURTON WOOD BREWERY: Forshaw is to make a 2-for-9 rights issue at 360p per share, which will be underwritten, to raise £3.24 million, after expenses. The proceeds will be used to help fund the substantial level of fixed capital investment required to redevelop and upgrade the brewery.
- ROWLAND CAUNT: Six months to April 30. Figures in £000. Sales 3,378 (2,597). Profit, before tax, 60 (30). Tax 25 (nil).
- MILLS & ALLEN INTERNATIONAL: Through its US market research offshoot, the company has agreed to acquire Nabscan/National Scanning Services - a US collector of retail scanning information. Nabscan collects national supermarkets sales data from checkout scanners in a national panel of 900 supermarkets which pick up product brand information from the bar codes on the products.
- AMBROSE WILSON: N. Brown Investments is making an offer for the 5.5 per cent preference shares in the offshoot, Ambrose Wilson, which it does not already own. The offer is 77 1/2p cash for each share. Of the 200,000 preference shares in issue Brown already owns 30,100 (15 per cent).

### Base Lending Rates

ARN Bank	12 1/2%
Adam & Company	12 1/2%
Barclays	12 1/2%
BCI	12 1/2%
Citibank	11 1/2%
Consolidated Creds	12 1/2%
Continental Trust	12 1/2%
Co-operative Bank	12 1/2%
C. Hoare & Co	12 1/2%
Lloyds Bank	12 1/2%
Midland Bank	12 1/2%
Nat Westminster	12 1/2%
TSB	12 1/2%
Williams & Glyn's	12 1/2%
Citibank NA	12 1/2%

## PLYSU PLC

Years ended 31st March	1985	1984
Turnover	£27,888,000	£23,312,000
Profits before tax	£3,872,000	£3,307,000
Earnings per share	14.7p	13.4p
Dividends per share	3.25p	2.7p

Capitalisation issue of 1 for 2

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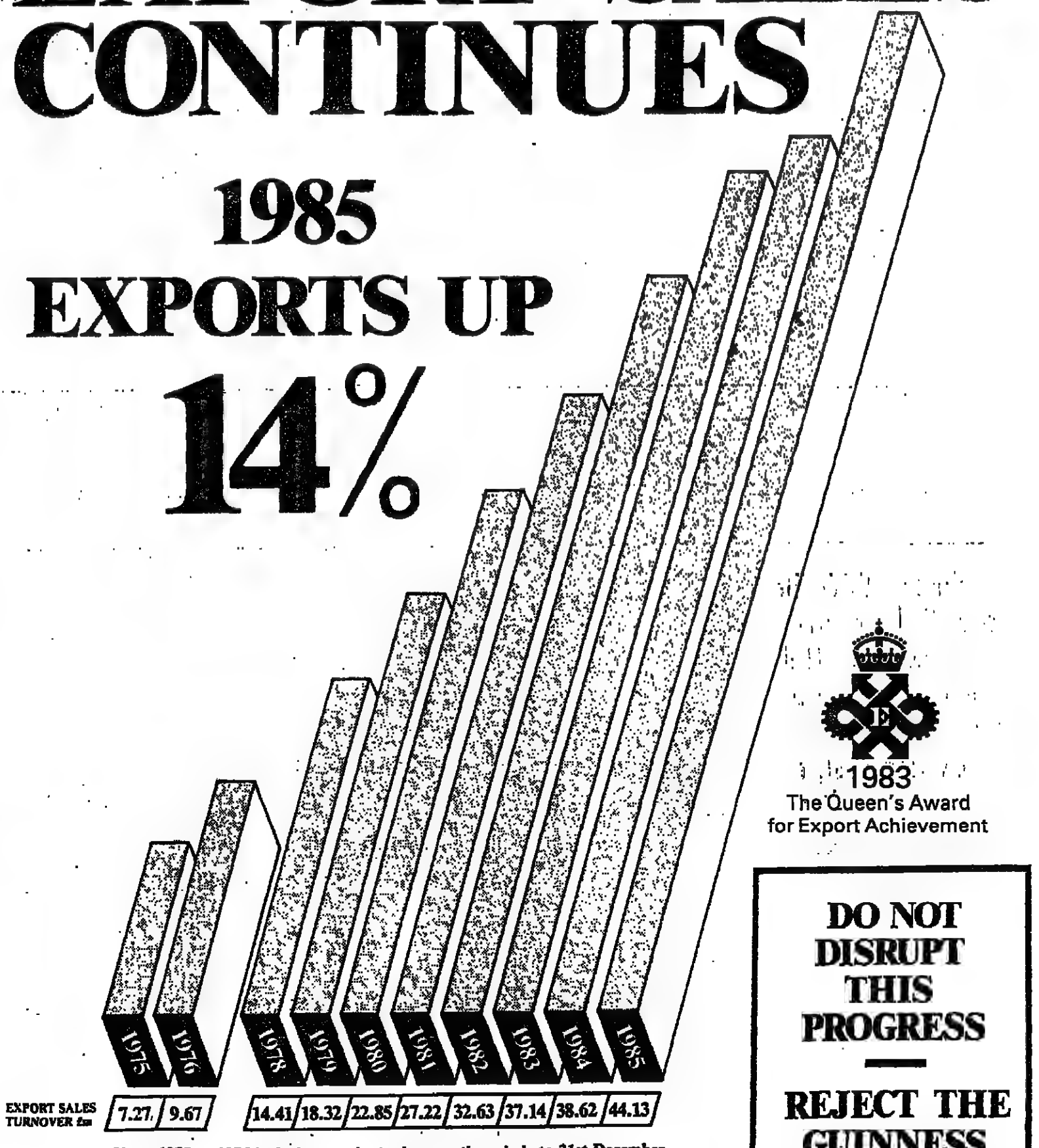
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# BELL'S PROGRESS IN EXPORT SALES CONTINUES

## 1985 EXPORTS UP 14%



Note: Years 1975 to 1976 inclusive are the twelve month periods to 31st December. Years 1978 onwards are the twelve months period to 30th June.

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You must always have your card available when claiming.

No.	Company	Year gain or loss
1	INDUSTRIALS A-D	
2	Cambridge Ph	
3	Ayrshire Metal	
4	Diploma	
5	Aaronson	
6	Asco Heat	
7	Bentford (SW)	
8	Broken Hill	
9	AAH	
10	Barrow	
11	BUILDING AND ROADS	
12	Wilton (Consolid)	
13	Mowlem (Hold)	
14	Wimpey (Group)	
15	Blue Circle	
16	Bellway	
17	Roberts Adair	
18	Laing (U)	
19	Turner	
20	Manders	
21	INDUSTRIALS E-K	
22	BIS	
23	Crestar	
24	Evode	
25	Hawker Siddeley	
26	Gannac	
27	Hawson	
28	Flaxmill	
29	Holt Lloyd	
30	Extel	
31	Johnson Cleaners	
32	Telephone Rentals	
33	Brown Boveri Kent	
34	Rothmans	
35	Chloride	
36	Arden Elec	
37	Plascon	
38	Auto Sec	
39	Bowthorpe	
40	Energy Serv	
41	AB Elec	

Weekly Dividend

Please make a note of your daily totals for the weekly dividend of £20,000 in Saturday's newspaper.

MON	TUE	WED	THU	FRI	SAT	Weekly Total

1985 High Low Stock Price Ch'ge price % P/E

## BRITISH FUNDS

## SHORTS (Under Five Years)

1985 High	1985 Low	Company	Price	Ch'ge price	%	P/E
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00

## FIVE TO FIFTEEN YEARS

1985 High	1985 Low	Company	Price	Ch'ge price	%	P/E
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00

## OVER FIFTEEN YEARS

1985 High	1985 Low	Company	Price	Ch'ge price	%	P/E
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00

## UNDATED

1985 High	1985 Low	Company	Price	Ch'ge price	%	P/E
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00

## INDEX-LINKED

1985 High	1985 Low	Company	Price	Ch'ge price	%	P/E
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
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100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00

## BANKS DISCOUNT HP

1985 High	1985 Low	Company	Price	Ch'ge price	%	P/E
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00

## STOCK EXCHANGE PRICES

## Shares slip again

ACCOUNT DAYS: Dealings Began, July 15. Dealings End, July 26. Contango Day, July 29. Settlement Day, Aug 5.

Forward bargains are permitted on two previous days.

1985 High	1985 Low	Company	Price	Ch'ge price	%	P/E
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00

## BUILDING AND ROADS

1985 High	1985 Low	Company	Price	Ch'ge price	%	P/E
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00

## CHEMICALS, PLASTICS

1985 High	1985 Low	Company	Price	Ch'ge price	%	P/E
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00

## CINEMAS AND TV

1985 High	1985 Low	Company	Price	Ch'ge price	%	P/E
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00

## DRAPERY AND STORES

1985 High	1985 Low	Company	Price	Ch'ge price	%	P/E
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00

## ELECTRICALS

1985 High	1985 Low	Company	Price	Ch'ge price	%	P/E
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00
100.00	98.00	British Fund	100.00	2.00	2.00	10.00

1985	1985			Change	Price	%	P/E
High	Low	Company	Price	Change	Price	%	P/E
31	125	Bush (AF) W	125	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	15.0	10.0
100	100	..	100	..	19.14	1	



**THE TIMES**  
**Portfolio**  
£2,000  
Claims required for  
+29 points  
starts should ring up 254.50

**OIL**

**OVERSEAS TRACERS**

**APRIL PRINTING ADVERTS**

WALL STREET

**Dow edges higher**

New York (Reuters) - The stock market edged higher at midday after a slow start, yesterday.

The Dow Jones Industrial average was up 4.26 at 1,361.90. Advances led declines by seven to six on turnover of 43.50 million shares.

IBM was the market leader, up 1 1/4 to 131 1/4. Digital Equipment was up 1/2 to 103 1/4. Data General was up 1/2 to 41. Cray Research was up 3/4 to 98 1/4. Cray reported sharply higher earnings on Monday.

IBM's earnings were up 1/2 to 86 1/4. Cray reported that its operating earnings rose to \$1.70 per share from \$1.63, was down 1/2 to 51 1/4.

Exxon, which reported that its operating earnings rose to \$1.70 per share from \$1.63, was down 1/2 to 51 1/4.

Several of the firm's partners said that Bear Stearns would probably offer \$200 million to \$300 million of stock to the public as the autumn, and possibly an additional 200 million dollars of debt securities.

However, Mr. Carleton Hollister, chief financial officer, said that no decision had been made.

Stock	Price	Change	Stock	Price	Change
IBM	131 1/4	+1 1/4	IBM	131 1/4	+1 1/4
Digital Equipment	103 1/4	+1/2	Digital Equipment	103 1/4	+1/2
Data General	41	+1/2	Data General	41	+1/2
Cray Research	98 1/4	+3/4	Cray Research	98 1/4	+3/4
IBM	86 1/4	+1/2	IBM	86 1/4	+1/2
Exxon	51 1/4	-1/2	Exxon	51 1/4	-1/2

**COMMODITIES**

Most base metals showed little change yesterday, underpinned as they were by the stronger pound. But there were some sell-off signs that copper in the near future. The ounce of copper fell noticeably, sapped by concern about over-production. Sugar held its ground.

Autumn. Coffee and cocoa both fell noticeably, sapped by concern about over-production. Sugar held its ground.

**FOREIGN EXCHANGES**

The dollar was under pressure yesterday as market attention focused again on prospects for the US economy and for interest rates.

Selling started in New York overnight - when the dollar reached DM1.95 - and continued in the Far East yesterday morning. This flight from dollars was again of most benefit to the pound because of Britain's attractive interest rates.

The effective exchange-rate index closed 0.6 higher at 84.2, having touched 84.4.

**STERLING SPOT AND FORWARD RATES**

Market rates	Forward rates
New York	1.9500
London	1.9500
Frankfurt	1.9500
Paris	1.9500
Amsterdam	1.9500
Brussels	1.9500
Geneva	1.9500
Zurich	1.9500

**OTHER STERLING RATES**

Market rates	Forward rates
Argentina	1.9500
Australia	1.9500
Bahamas	1.9500
Bahian dollar	1.9500
Brazil cruzeiro	1.9500
Canada	1.9500
Costa Rica	1.9500
Czechoslovakia	1.9500
Danish krone	1.9500
Deutsche mark	1.9500
East German mark	1.9500
French franc	1.9500
Irish pound	1.9500
Italian lira	1.9500
Japanese yen	1.9500
South African rand	1.9500
Swedish krona	1.9500
Swiss franc	1.9500
Taiwan dollar	1.9500
United Arab Emirates dirham	1.9500

**DOLLAR SPOT RATES**

Market rates	Forward rates
Argentina	1.9500
Australia	1.9500
Bahamas	1.9500
Bahian dollar	1.9500
Brazil cruzeiro	1.9500
Canada	1.9500
Costa Rica	1.9500
Czechoslovakia	1.9500
Danish krone	1.9500
Deutsche mark	1.9500
East German mark	1.9500
French franc	1.9500
Irish pound	1.9500
Italian lira	1.9500
Japanese yen	1.9500
South African rand	1.9500
Swedish krona	1.9500
Swiss franc	1.9500
Taiwan dollar	1.9500
United Arab Emirates dirham	1.9500

**LONDON FINANCIAL FUTURES**

Three Month Sterling	Open	High	Low	Close	Est. Vol.
Sep 85	95.34	95.34	95.34	95.34	100
Dec 85	95.34	95.34	95.34	95.34	100
Mar 86	95.34	95.34	95.34	95.34	100
Jun 86	95.34	95.34	95.34	95.34	100
Dec 86	95.34	95.34	95.34	95.34	100
Mar 87	95.34	95.34	95.34	95.34	100
Jun 87	95.34	95.34	95.34	95.34	100
Dec 87	95.34	95.34	95.34	95.34	100
Mar 88	95.34	95.34	95.34	95.34	100
Jun 88	95.34	95.34	95.34	95.34	100
Dec 88	95.34	95.34	95.34	95.34	100
Mar 89	95.34	95.34	95.34	95.34	100
Jun 89	95.34	95.34	95.34	95.34	100
Dec 89	95.34	95.34	95.34	95.34	100
Mar 90	95.34	95.34	95.34	95.34	100
Jun 90	95.34	95.34	95.34	95.34	100
Dec 90	95.34	95.34	95.34	95.34	100
Mar 91	95.34	95.34	95.34	95.34	100
Jun 91	95.34	95.34	95.34	95.34	100
Dec 91	95.34	95.34	95.34	95.34	100
Mar 92	95.34	95.34	95.34	95.34	100
Jun 92	95.34	95.34	95.34	95.34	100
Dec 92	95.34	95.34	95.34	95.34	100
Mar 93	95.34	95.34	95.34	95.34	100
Jun 93	95.34	95.34	95.34	95.34	100
Dec 93	95.34	95.34	95.34	95.34	100
Mar 94	95.34	95.34	95.34	95.34	100
Jun 94	95.34	95.34	95.34	95.34	100
Dec 94	95.34	95.34	95.34	95.34	100
Mar 95	95.34	95.34	95.34	95.34	100
Jun 95	95.34	95.34	95.34	95.34	100
Dec 95	95.34	95.34	95.34	95.34	100
Mar 96	95.34	95.34	95.34	95.34	100
Jun 96	95.34	95.34	95.34	95.34	100
Dec 96	95.34	95.34	95.34	95.34	100
Mar 97	95.34	95.34	95.34	95.34	100
Jun 97	95.34	95.34	95.34	95.34	100
Dec 97	95.34	95.34	95.34	95.34	100
Mar 98	95.34	95.34	95.34	95.34	100
Jun 98	95.34	95.34	95.34	95.34	100
Dec 98	95.34	95.34	95.34	95.34	100
Mar 99	95.34	95.34	95.34	95.34	100
Jun 99	95.34	95.34	95.34	95.34	100
Dec 99	95.34	95.34	95.34	95.34	100
Mar 00	95.34	95.34	95.34	95.34	100
Jun 00	95.34	95.34	95.34	95.34	100
Dec 00	95.34	95.34	95.34	95.34	100
Mar 01	95.34	95.34	95.34	95.34	100
Jun 01	95.34	95.34	95.34	95.34	100
Dec 01	95.34	95.34	95.34	95.34	100
Mar 02	95.34	95.34	95.34	95.34	100
Jun 02	95.34	95.34	95.34	95.34	100
Dec 02	95.34	95.34	95.34	95.34	100
Mar 03	95.34	95.34	95.34	95.34	100
Jun 03	95.34	95.34	95.34	95.34	100
Dec 03	95.34	95.34	95.34	95.34	100
Mar 04	95.34	95.34	95.34	95.34	100
Jun 04	95.34	95.34	95.34	95.34	100
Dec 04	95.34	95.34	95.34	95.34	100
Mar 05	95.34	95.34	95.34	95.34	100
Jun 05	95.34	95.34	95.34	95.34	100
Dec 05	95.34	95.34	95.34	95.34	100
Mar 06	95.34	95.34	95.34	95.34	100
Jun 06	95.34	95.34	95.34	95.34	100
Dec 06	95.34	95.34	95.34	95.34	100
Mar 07	95.34	95.34	95.34	95.34	100
Jun 07	95.34	95.34	95.34	95.34	100
Dec 07	95.34	95.34	95.34	95.34	100
Mar 08	95.34	95.34	95.34	95.34	100
Jun 08	95.34	95.34	95.34	95.34	100
Dec 08	95.34	95.34	95.34	95.34	100
Mar 09	95.34	95.34	95.34	95.34	100
Jun 09	95.34	95.34	95.34	95.34	100
Dec 09	95.34	95.34	95.34	95.34	100
Mar 10	95.34	95.34	95.34	95.34	100
Jun 10	95.34	95.34	95.34	95.34	100
Dec 10	95.34	95.34	95.34	95.34	100
Mar 11	95.34	95.34	95.34	95.34	100
Jun 11	95.34	95.34	95.34	95.34	100
Dec 11	95.34	95.34	95.34	95.34	100
Mar 12	95.34	95.34	95.34	95.34	100
Jun 12	95.34	95.34	95.34	95.34	100
Dec 12	95.34	95.34	95.34	95.34	100
Mar 13	95.34	95.34	95.34	95.34	100
Jun 13	95.34	95.34	95.34	95.34	100
Dec 13	95.34	95.34	95.34	95.34	100
Mar 14	95.34	95.34	95.34	95.34	100
Jun 14	95.34	95.34	95.34	95.34	100
Dec 14	95.34	95.34	95.34	95.34	100
Mar 15	95.34	95.34	95.34	95.34	100
Jun 15	95.34	95.34	95.34	95.34	100
Dec 15	95.34	95.34	95.34	95.34	100
Mar 16	95.34	95.34	95.34	95.34	100
Jun 16	95.34	95.34	95.34	95.34	100
Dec 16	95.34	95.34	95.34	95.34	100
Mar 17	95.34	95.34	95.34	95.34	100
Jun 17	95.34	95.34	95.34	95.34	100
Dec 17	95.34	95.34	95.34	95.34	100
Mar 18	95.34	95.34	95.34	95.34	100
Jun 18	95.34	95.34	95.34	95.34	100
Dec 18	95.34	95.34	95.34	95.34	100
Mar 19	95.34	95.34	95.34	95.34	100
Jun 19	95.34	95.34	95.34	95.34	100
Dec 19	95.34	95.34	95.34	95.34	100
Mar 20	95.34	95.34	95.34	95.34	100
Jun 20	95.34	95.34	95.34	95.34	100
Dec 20	95.34	95.34	95.34	95.34	100
Mar 21	95.34	95.34	95.34	95.34	100
Jun 21	95.34	95.34	95.34	95.34	100
Dec 21	95.34	95.34	95.34	95.34	100
Mar 22	95.34	95.34	95.34	95.34	100
Jun 22	95.34	95.34	95.34	95.34	100
Dec 22	95.34	95.34	95.34	95.34	100
Mar 23	95.34	95.34	95.34	95.34	100
Jun 23	95.34	95.34	95.34	95.34	100
Dec 23	95.34	95.34	95.34	95.34	100
Mar 24	95.34	95.34	95.34	95.34	100
Jun 24	95.34	95.34	95.34	95.34	100
Dec 24	95.34	95.34	95.34	95.34	100
Mar 25	95.34	95.34	95.34	95.34	100
Jun 25	95.34	95.34	95.34	95.34	100
Dec 25	95.34	95.34	95.34	95.34	100
Mar 26	95.34	95.34	95.34	95.34	100
Jun 26	95.34	95.34	95.34	95.34	100
Dec 26	95.34	95.34	95.34	95.34	100
Mar 27	95.34	95.34	95.34	95.34	100
Jun 27	95.34	95.34	95.34	95.34	100
Dec 27	95.34	95.34	95.34	95.34	100
Mar 28	95.34	95.34	95.34	95.34	100
Jun 28	95.34	95.34	95.34	95.34	100
Dec 28	95.34	95.34	95.34	95.34	100
Mar 29	95.34	95.34	95.34	95.34	100
Jun 29	95.34	95.34	95.34	95.34	100
Dec 29	95.34	95.34	95.34	95.34	100
Mar 30	95.34	95.34	95.34	95.34	100
Jun 30	95.34	95.34	95.34	95.34	100
Dec 30	95.34	95.34	95.34	95.34	100
Mar 31	95.34	95.34	95.34	95.34	100
Jun 31	95.34	95.34	95.34	95.34	100
Dec 31	95.34	95.34	95.34	95.34	100
Mar 32	95.34	95.34	95.34	95.34	100
Jun 32	95.34	95.34	95.34	95.34	100
Dec 32	95.34	95.34	95.34	95.34	100
Mar 33	95.34	95.34	95.34	95.34	100
Jun 33	95.34	95.34	95.34	95.34	100
Dec 33	95.34	95.34	95.34	95.34	100
Mar 34	95.34	95.34	95.34	95.34	100
Jun 34	95.34	95.34	95.34	95.34	100
Dec 34	95.34	95.34	95.34	95.34	100
Mar 35	95.34	95.34	95.34	95.34	100
Jun 35	95.34	95.34	95.34	95.34	100
Dec 35	95.34	95.34	95.34	95.34	100
Mar 36	95.34	95.34	95.34	95.34	100
Jun 36	95.34	95.34	95.34	95.34	100
Dec 36	95.34	95.34	95.34	95.34	100
Mar 37	95.34	95.34	95.34	95.34	100
Jun 37	95.34	95.34	95.34	95.34	100
Dec 37	95.34	95.34	95.34	95.34	100
Mar 38	95.34	95.34	95.34	95.34	100
Jun 38	95.34	95.34	95.34	95.34	100
Dec 38	95.34	95.34	95.34	95.34	100
Mar 39	95.34	95.34	95.34	95.34	100
Jun 39	95.34	95.34	95.34	95.34	100
Dec 39	95.34	95.34	95.34	95.34	100
Mar 40	95.34	95.34	95.34	95.34	100
Jun 40	95.34	95.34	95.34	95.34	100
Dec 40	95.34	95.34	95.34	95.34	100
Mar 41	95.34	95.34	95.34	95.34	100
Jun 41	95.34	95.34	95.34	95.34	100
Dec 41	95.34	95.34	95.34	95.34	100
Mar 42	95.34	95.34	95.34	95.34	100
Jun 42	95.34	95.34	95.34	95.34	100
Dec 42	95.34	95.34	95.34	95.34	100
Mar 43	95.34	95.34	95.34	95.34	100
Jun 43	95.34	95.34	95.34	95.34	100
Dec 43	95.34	95.34	95.34	95.34	100
Mar 44	95.34	95.34	95.34	95.34	100
Jun 44	95.34	95.34	95.34	95.34	100
Dec 44	95.34	95.34	95.34	95.34	100
Mar 45	95.34	95.34	95.34	95.34	100
Jun 45	95.34	95.34	95.34	95.34	100
Dec 45	95.34	95.34	95.34	95.34	100
Mar 46	95.34	95.34	95.34	95.34	100
Jun 46	95.34	95.34	95.34	95.34	100
Dec 46	95.34	95.34	95.34	95.34	100
Mar 47	95.34	95.34	95.34	95.34	100
Jun 47	95.34	95.34	95.34	95.34	100
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Jun 48	95.34	95.34	95.34	95.34	100
Dec 48	95.34	95.34	95.34	95.34	100
Mar 49	95.34	95.34	95.34	95.34	100
Jun 49	95.34	95.34	95.34	95.34	100
Dec 49	95.34	95.34	95.34	95.34	100
Mar 50	95.34	95.34	95.34	95.34	100
Jun 50	95.34	95.34	95.34	95.34	100
Dec 50	95.34	95.34	95.34	95.34	100
Mar 51	95.34	95.34	95.34	95.34	100
Jun 51	95.34	95.34	95.34	95.34	100
Dec 51	95.34	95.34	95.34	95.34	100
Mar 52	95.34	95.34	95.34	95.34	100
Jun 52	95.34	95.34	95.34	95.34	100
Dec 52	95.				



## APPOINTMENTS

## Prestige names three managing directors

Prestige Group: From August 1 Mr Finlay McPherson becomes operational managing director, responsible for international operations. Mr Reg Bailey, will be operational managing director of UK housewares operations, and Mr Barry Jacques, will become operational managing director of EEC operations.

Barclays Merchant Bank: Mr Christopher Armander has been appointed a director, responsible for formulating business development programmes for Barclays de Zoete Wedd.

Capel-Cure Myers: Mr John Gordon becomes head of the corporate finance department from September 1.

Turner International (Engineering): Mr Peter White has become managing director.

Fuller Peiser: Mr Paul Whitworth has been made chief executive in the practice.

Granard Communications: Mr Alan Capper, the deputy chairman, becomes chairman and Mr Peter Camard, the managing director, becomes chief executive.

Grandfield, formerly chairman has relinquished this position to devote more time to his role as group chairman. Mr David Dodgson becomes financial director, succeeding Mr David Foster who will concentrate on GRC Group responsibilities.

Marketing Improvements: Mr Stuart Brayne, Mr David Crane and Mr Tony Sealey have been appointed associate directors.

Small Partnership: Mr William McQuillan has been appointed to the board.

Pow Scandia Holdings: Mr Rainer Plew will become chief executive officer at the end of next month. He succeeds Mr Henry Angit.

United Association for the Protection of Trade Infringement: Mr Nigel Payne has been made sales and marketing director designate.

Mars Electronics: Mr Chris Dalley will be divisional director of the marine systems division from September 1, succeeding Mr Bill Jeffrey who has taken a managing directorship at Sinclair Research.

Bull Thompson and Associates: Mr Peter Taylor has been appointed a director.

First Inertia Switch: Mr Ken Bellamy has been made a director.

Minix Don: Mr Derek Aldred has become sales director, replacement home and marketing, and Mr John Spraggall has been made sales director, O.E. and replacement export.

Longton Storage & Transport: Mr L. B. Riley has been appointed managing director.

Habit Precision: Mr David Willets has joined the board of Habit Precision Engineering as a non-executive director.

Highland Deephaven: Mr Robert Kilpatrick has been made managing director.

National Coal Board: Mr Brian Harrison will retire from the board from next Wednesday.

Marley Building Products: Mr Paul Stevens has been appointed managing director. He succeeds Mr John Ashford who is retiring. Mr Edward Ketteringham has been promoted to the board and has been appointed a director.

Austin Reed Group: Mr Neil H. L. Fitton has been appointed group managing director and Mr Colin M. L. Evans as a director.

Cast Film Products: Mr Cyril H. Twist has been made chief executive.

M. Harrison & Co. (Leeds): Mr Roy T. Gruwell has been made managing director and Mr Desmond Gould has been appointed company secretary.

Ewbank Preece: Mr Michael Kiley has been made director of telecommunications marketing.

Brush Transformers: Mr M. P. Radcliffe succeeds Mr C. Ballantyne as managing director. Mr T. W. B. Salit joins the board as chairman.

Star Computer Group: Mr Terry Burt and Mr Gerald Allen have joined the main board.

Beazer Homes: Mr Terry Uppal, chairman and managing director, has been appointed chairman and chief executive.

Mr Bob Stephens becomes managing director of the Homes Group and Mr Stephen Lidgate has been made assisting managing director with special responsibility for sales and marketing.

Charles Fulton Futures: Mr David Langton becomes chief executive.

Globe Investment Trust: Mr James West joins the board as deputy managing director.

WS Atkins Group Consultants: Mr Keith Houslow, managing director of WS Atkins & Partners (Northern), and Mr Martin Fry, head of the energy and thermodynamics division, have been made technical directors.

Manx Northampton Brewery Company: Mr Keith Taylor has been appointed managing director.

Groupe d'Etudes: Mr Paul Ruttenman becomes president.

British Airports: On September 1 Mr Don Turner will become privatization director.

Mr Denis Miller planning director. Mr Guy Bell director of Gatwick Airport, (on the retirement of Mr Pat Bailey).

Mr Allan Munds director of Stansted Airport, and Mr Alan Whithy director terminals at Heathrow.

## University news

## First-class honours

Edinburgh

The following first class degrees are announced:

BA (Hons) in English Literature: Mr M. MacKinnon, Glasgow High School, Glasgow.

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## TENNIS: THE SYSTEM THAT PRODUCED AN OUTSTANDING CLASS OF PLAYERS

## Sweden's happy breed of men

In the second part of his investigation into Swedish tennis, DAVID MILLER looks at the way their system helps young players not only to reach a world-class standard but also to cope with the pressures that success brings.

Peter Magnus, joint director of the Swedish Tennis Association, junior coaching programme at the age of 28 gave up playing serious competitive tennis even earlier than Bjorn Borg. He found he was mentally and physically burned out when he was only 18, so he became a coach. He recognizes that it is his responsibility to help the profusion of world-class Swedish teenagers to find a balance between winning grand prix events and retaining a sensible private life.

Borg quit at 27 because of the need to discover the address of his future. He had never had "it" it's a question of practice or going out with friends," Manger says, "then there are times when you must choose your friends. Many of Sweden's young players finish by the time they are 18, like me, because the life is so hard, especially if they are below eight or so in the national rankings. They have to try to get back at 19 what they have lost between 13 and 18. We want our young players now to try to take it moderately from the beginning."

Stefan Edberg, the 18-year-old winner of the Olympic exhibition event in Los Angeles, jumped 50 places in the ATP rankings last year with the help of Percy Rosberg, Borg's former coach, who took the year off to accompany Edberg as his manager.

Earlier, Rosberg had changed Edberg's style from two-handed back-hand, like Borg's, to one hand, because his feet were incorrectly positioned - even though Edberg was already European junior champion. "You don't need the perfect coach in the beginning, so long as you feel happy and enjoy yourself," Edberg says. "I didn't play more than five or six hours a week until after I was 14. You've got to take it easy. From 14, I used to go to Stockholm for maybe two or three days a month to work with Percy."

The mood of collaboration and camaraderie among Sweden's young lions is something without parallel in the game. They have turned tennis into a team sport, and not just because it is gratifying to have colleagues in the dressing room when far from home.

"Instead of being antagonistic or jealous, like many young players even from the same country, they are really helpful to each other," Rosberg says. "You will find Wilander and Edberg playing two-against-one with Nystrom, and so on."

"It's like a school class," Edberg says. "We try to watch each other's matches, to discuss our experiences of opponents' weaknesses. In this way, we very rarely feel alone."

Edberg, who with Jarryd won the doubles against McEnroe and Fleming last December to clinch the Davis Cup, will in the opinion of Rosberg eventually become better than the 17-year-old Boris Becker, the new Wimbledon champion from West Germany. As tall as Becker at 6ft 2in, Edberg has an impressive all-round game, though, with his big serve, he prefers fast indoor courts to Sweden's traditional clay. He thinks that any improvement in his game must be as much mental as technical, that consistency is the key. Wilander's victories in the French Open in 1982 and again this year have proved that the post-Borg breed are no longer living under his shadow, that they too can win. Five of them reached the French last 16, Jarryd was a Wimbledon semi-finalist.

The conveyor belt towards international stardom starts with under-14s. A Davis Cup school was established in the mid-60s in Bastad, a hide-away for the well-to-do, similar to Frimton, developed as a resort in the early part of the century by the Nobel family and patronized by the tennis enthusiast, King Gustav. In four periods of five days each summer, 24 boys and girls from the 14, 16 and 14 age groups gather for four hours coaching a day, with evening instruction in tactics, psychology, physiology and diet. There is a separate period earlier in the summer for an elite group of 14.

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Stefan Edberg: the promise to become "better than Becker"

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The Company seeks someone with the ability to handle a lively collection of computer professionals, and who has a sound general education (A level, graduate or equivalent), and some knowledge of business procedures.

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The Gaskell Broadloom Group of Companies manufactures all types of carpet, rugs, tiles and underlays, wish to appoint a person to have sole responsibility for their showroom.

The duties would suit a person who has a pleasant telephone manner, can type and can converse with customers, interior designers, architects, specifiers and overseas visitors. A flair for design, colour and display would also be an advantage.

Suitable training to gain product knowledge will be given to the successful applicant.

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We require an experienced shorthand Secretary (preferably with audio) with excellent typing, interpersonal and administrative skills and familiarity with telex and word processing machines. This position provides a significant opportunity for personal responsibility and initiative. The salary will be negotiable according to age and experience, and the benefits are those expected of a major multinational company.

If you are interested in working hard in a highly professional but stimulating environment, then write enclosing CV to:

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HOLBORN SOLICITORS  
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Five bosses understand the meaning of the word delegation but the Managing Director of this City based public company has a proven track record. As his PA, you will be encouraged to make your own decisions in a stimulating and expanding environment. Senior level secretarial expertise is a must, languages and international travel knowledge will be an advantage. Age 28-40. Skills: 100/60.

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Young West End design consultancy needs a secretary with special powers of co-ordination. Can you organise diaries, visit clients and arrange the running of the office? If so, you will be a valuable asset. You will be under pressure and have a great sense of humour. Age 20-25. Skills: 90/50.

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This busy Section of two requires a PA/Secretary to deal with all aspects of its administrative and secretarial work, and to help organize projects and activities designed to foster the crafts in education.

Both posts need a pleasant but firm personality and good telephone manner. Previous sound office experience is essential together with shorthand and typing (100/40 wpm min). Audio and shorthand experience an advantage.

Salary in range £7,082-£7,834 p.a. + possible proficiency allowances of up to £1,180. 24 days annual leave, season ticket loan and non-contributory pension scheme.

For further details and application form contact Penelope Rhodes, Crafts Council, 8 Waterloo Place, London SW1Y 4AT. Tel: 01-955 4811.

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## Secretary/PA to Personnel Director Esher

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**BBC 1**

## TV-am

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● The crook, written off, who makes a comeback in a splendid

## CHOICE

NASA ground staff, including a secretary who insists on serving

Springtime on Fyn (Copenhagen Boys' Choir). † 8:00 News.

## Radio 2

medium wave. † also VHF stereo.  
on the hour.  
lines 5:30am, 6:30, 7:30 and 8:30.  
am Martin Keiner; † 8:00 Ray  
† 8:15 Ken Bruce; † 10:30 Jimmy  
g. † 1:05 Sports Desk; David  
† 1:25 and 2:02 Sports Desk. 2:05  
† 2:30 Kenneth; and 3:02 Sports Desk.  
Music all the Way! and 4:02 Sports  
4:02 Sports Desk. 4:02 Sports  
Sports Desk. 6:00 John Dunnell  
Sports and Classification (MF)  
7:30 Cricker Scoreboard. 8:00  
pops Orchestra (new series). 8:45  
and Specialt introduced by Sheila  
† 8:15 Harry Mortimer's World of

**Radio 1**

**WORLD SERVICE**

Newsdesk. 7.00 World News. 7.09  
Four Hours. 7.30 Report On Religion.  
Then's Trad. 8.00 World News. 8.09  
8.15 Classical Record Review.  
Patrick Martyn's Music Box. 9.00 World

head 9.45 A Land of Song. 10.00 News  
ary. 10.01 The Liberated Male. 11.00  
News. 11.09 News About Britain. 11.15  
r. 11.25 A Letter From Wales. 12.00  
Newswheel. 12.15 Nature Notebook. 12.25  
aming World. 12.45 Sports Roundup.  
World News. 1.09 Twenty-Four Hours.  
strictly Instrumental. 2.00 Outlook. 2.45  
on Heligton. 3.00 Radio Newswheel. 3.15  
row's Child. 3.30 Educating Archie. 4.00  
News. 4.09 Commentary. 4.15  
press. 4.30 World News. 4.09 Monitor.  
stock Market Report. 8.30 News.  
Twenty-Four Hours. 8.30 Assignment.  
News Summary. 9.01 Newsline UK. 9.15  
Tina. 9.45 Recording Of The Week.  
World News. 10.09 The World Today.

10.40 Reflections, 10.45 Sports  
up, 11.00 World News, 11.05  
Century, 11.15 Good Books, 11.30 Top  
r, 12.00 World News, 12.05 News About  
r, 12.10 Radio News, 12.20 Educating  
1.00 News Summary, 1.01 Outlook  
Waveguide, 1.40 Book Reviews, 1.45  
r, 2.00 World News, 2.05 Review of the  
Press, 2.15 Network UK, 2.30  
ment, 3.00 World News, 3.05 News  
Britain, 3.15 The World Today, 4.45  
al News, 4.55 Reflections, 5.00 World  
5.05 Twenty-Four Hours, 5.45 The  
Today.

All times in GMT

247m: VHF -80-82.5: Radio 4:

**OTTISH** As London except:  
9.25am Sesame Street.  
Inventive Boy, 10.35 Champions,  
11.30 Cantinflas, 12.30pm-1.00  
thing to Treasure, 1.20 News, 1.30  
of Crime, 1.35 Film: Bedtime Story  
on Brandol, 3.20 Cartoon, 3.30  
Story Theatre, 5.15-5.45  
ations, 5.00-5.35 News and  
and Today, 10.30 Human Jigsaw.  
East of Eden, 12.40am Late Call,  
down.

As London except: 9.25am  
Outlook. 9.30 Sesame Street.  
Swiftly and Shortly. 10.30 Cartoon  
Net. 11.00-11.30 Mika. 12.30pm-  
Image Quiz. 1.20 News. 1.30-2.30  
Onstage Field. 3.30-4.00 Young  
rs. 6.00-6.35 Coast to Coast.  
m Company.

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As London except: 9.25 am  
Sesame Street. 10.25  
usters. 10.55 Crazy World of  
11.20-11.30 Wattoo Wattoo.  
pm-1.00 Glenroe. 1.20-1.30 News.

**SLIA** As London except: 8.25 am Sesame Street, 10.25 City e Cycling, 10.55 Cartoon, 11.00-11.30 XLS, 12.30 pm-1.00 e Baby? 1.20-1.30 News, 5.15-5.30 connections, 6.00-7.00 About 10.30 Human Jigsaw, 11.00 Film: Oregon, 12.35 am East Comes Closedown.

**AMERICAN CINEMA 01-628 8798.**  
 Edgar Reitz's **HEIMAT** (118)  
 Homeland Presented in Four Parts.  
 Today Part III. 6.15. Tickets book-  
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**ARMED AND DANGEROUS** (R) The highly respected Hungarian director's very much politically explicit film yet innocent Cambr. New York Times. Film at 1.55, 4.10, 6.25, 8.45.

**ELSA CINEMA 351 3742** Kings Road theater Tues. 1.55, 4.10, 6.25, 8.45. **THE BILLY LUSH STORY** (R) **ALAIN DELON & NATTHALIE BAYE** give the performances of their lives. Cambr. Lion Lion. Full Festival. Film at 1.45, 4.00, 6.20, 8.45. Lic Bar. Seats bookable for 8.45 Fri.

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**ZZON MA FAIR**, Carson S. W.I.  
99 57-57 James, Mason, Edward  
in **THE SHOOTING PARTY**  
61 Film at 2.00 (not Sun). 4.10,  
20 & 8.00.

**25 BLOOMSBURY 1 & 2** 537  
177, Russell Sq., Tube  
1.10. GAY. **RHS SOFFEL** (PG)  
30, 4.35, 6.40, 8.45.  
**THE CHAIN** (PG) 5.00, 5.00, 7.00,  
9.00.

Allen's **PURPLE ROSE OF  
SHAIRO** Pic Start Friday. Adv  
Adm. 10.00. **8.57 8.40, 4.10**  
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**THE NOTTING HILL 221** 0220-727.  
787-787. **THE PRINCESS** (18) 2.40,  
4.60, 6.50, 9.00.

**CESTER SQUARE THEATRE 930**

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N.A.L.A.N. Delia's N. A. V. G. V.  
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**COLOR BLIMP (U)** (West Sun)  
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July 24, 1985

ROYAL MAIL/1

THE TIMES  
1785-1985

This Bicentenary Special Report marks the 350th anniversary of the Royal Mail and looks at today's Post Office services

# The king behind the post



Charles I decided 350 years ago next week that he needed to raise a bit of extra cash so he opened up his private letter delivery network to the public. Thus was born the Royal Mail, and the state's desire for money from the postal system has not changed that much in the intervening period with the Government still taking more than £60 million a year from the modern Post Office.

Celebrations of the anniversary of the founding of the Royal Mail come at a time when a profitable Post Office is having to operate in a business that is more competitive than anything it has had to face during the last three-and-a-half centuries.

The pains and strains of that process have surfaced on a couple of occasions this year in the form of industrial action. But with a £550 million investment programme and a substantial productivity deal with the unions under its belt, the corporation is confident of confounding its critics who question the quality of service given by the nationalized industry.

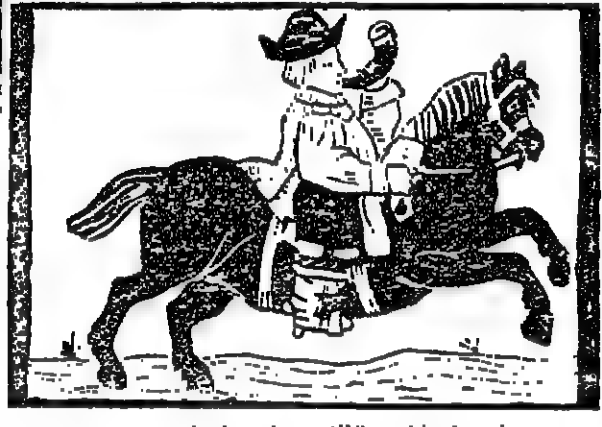
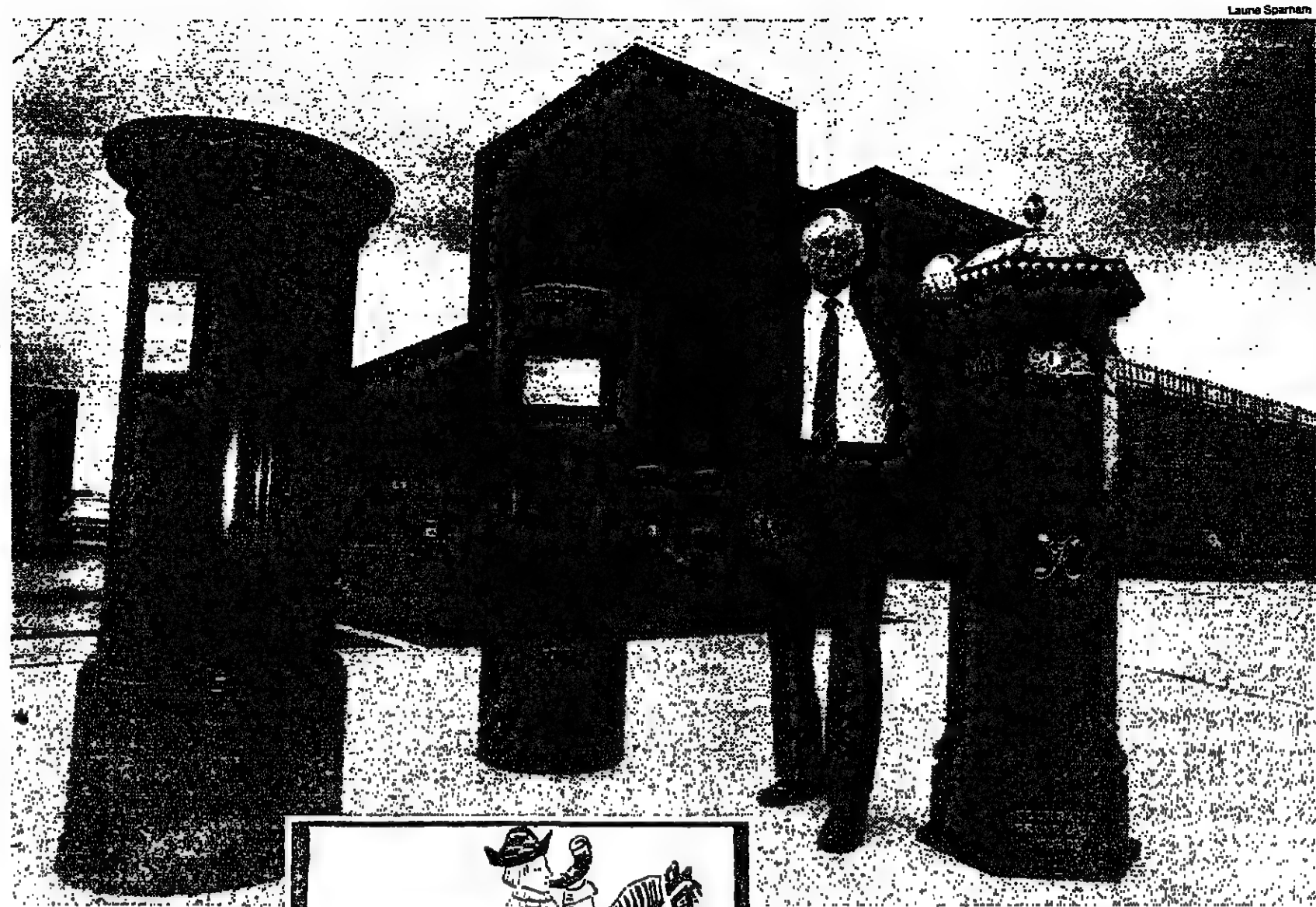
Last year's figures showed the

Post Office made a £116 million profit and that figure should increase to well over £130 million when this year's results are announced within the next few days. A consequence of the steadily increasing volume of mail it handles and hitting regularly the profit targets set by the Government, is that the corporation will try to hold letter prices at their current level.

By comparison, the performance of the postal business in the late 1960s and 1970s (when it was still attached to the telecommunications arm) was hit by falling volume, poor productivity and falling investment in an industry wracked by industrial disputes. The picture was so gloomy that the management at one stage was close to abandoning the parcels business because of horrific losses.

A change of top management with Sir Ronald Dearing, a former senior civil servant at the Treasury and Department of Industry, being drafted in by the Government to revitalize the postal business after the split from telecoms in 1981 and a slightly less hostile economic climate has produced a turn around in its fortunes.

One of Sir Ronald's first moves, seen at the time as a major gamble, was to freeze



letter prices and since then the stabilization of prices has been a main plank of the corporation's strategy. But another key factor, according to the chairman, was the privatization of telecoms business which "released an enormous amount of energy and commitment". Smaller is better, he believes, because the level of competence increases as the size of a business is restricted.

So despite the Post Office still being one of Britain's largest enterprises with a turnover of more than £2,700 million, Sir Ronald is pushing that business ethos through into the separation of the corporation's operations into four distinct businesses. National Girobank has always had separate manage-

ment structure and that has now been joined by the £600 million a year counters business which within a couple of years will be turned into a wholly-owned subsidiary.

Similar plans exist for the appointment of managing directors for the letters business which is worth about £2,000 million a year and for parcels.

same day delivery at a premium rate, to Intelpost, the world's first international facsimile service by satellite and Electronic Post.

There has been a progressive chipping away in recent years of the Post Office's monopoly and although it faces no challenge for its delivery services in rural areas, pressure is mounting for the business traffic in urban areas to be opened to competition.

Sir Ronald said, no doubt with Government mutterings about the future of the monopoly in mind: "We have no God-given right to deliver mail. We have to compete."

An essential part of the management's strategy has been a programme to reduce over-

INSIDE

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heads, centred on boosting productivity. It recently signed what Sir Ronald has described as "the deal of the century" with the Union of Communication Workers. In return for higher bonus payments, it guarantees union acceptance of changes in working practices, the introduction of new technology, and use of part-time workers to reduce the high levels of overtime.

Without the deal the corporation has already made substantial improvements in its performance reducing its costs by 5 per cent during the last three years. Productivity in the mails operations has improved by 14 per cent during the past four years.

Much of the investment in its five-year plan is being channelled into increasing mechanization of mail handling and introducing automated counter operations in many large high street post offices. The corporation's management were stung by criticisms in two Monopolies and Mergers Commission reports in the past four years which argued that the management was lacking in expertise and that the quality of service was not as high as it should have been.

The Post Office aims to deliver a first-class letter the day after posting but has only been achieving about 86 per cent of next day deliveries recently. Blame for that is laid on industrial disputes and Sir Ronald said that in a trouble-free June, the target was being hit regularly. He has set a deadline of the end of the year for the 90 per cent to be achieved every month.

About £300 million of the investment will go on replacing old buildings or providing extra accommodation. More than 500 sorting offices and high street post offices are housed in buildings over 60 years old.

David Felton  
Labour Correspondent

PHILIPS

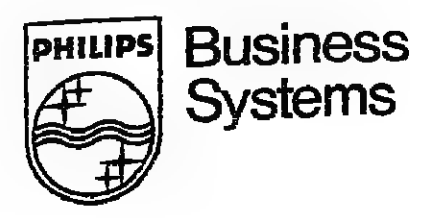
## Why does the Swedish Post Office keep sending us fan mail?

We're a modest bunch at Philips, but we've always had our admirers. Though over-emotional clients are, thankfully, about as rare as a tuppenny blue.

For 10 years the 'Postverket' had been perfectly happy with their existing Philips system. But when the time came to update, they looked around carefully. Weighed up all the options. And chose... Philips. Again.

'After all,' they said, 'What better to replace a Philips system than another Philips system?'

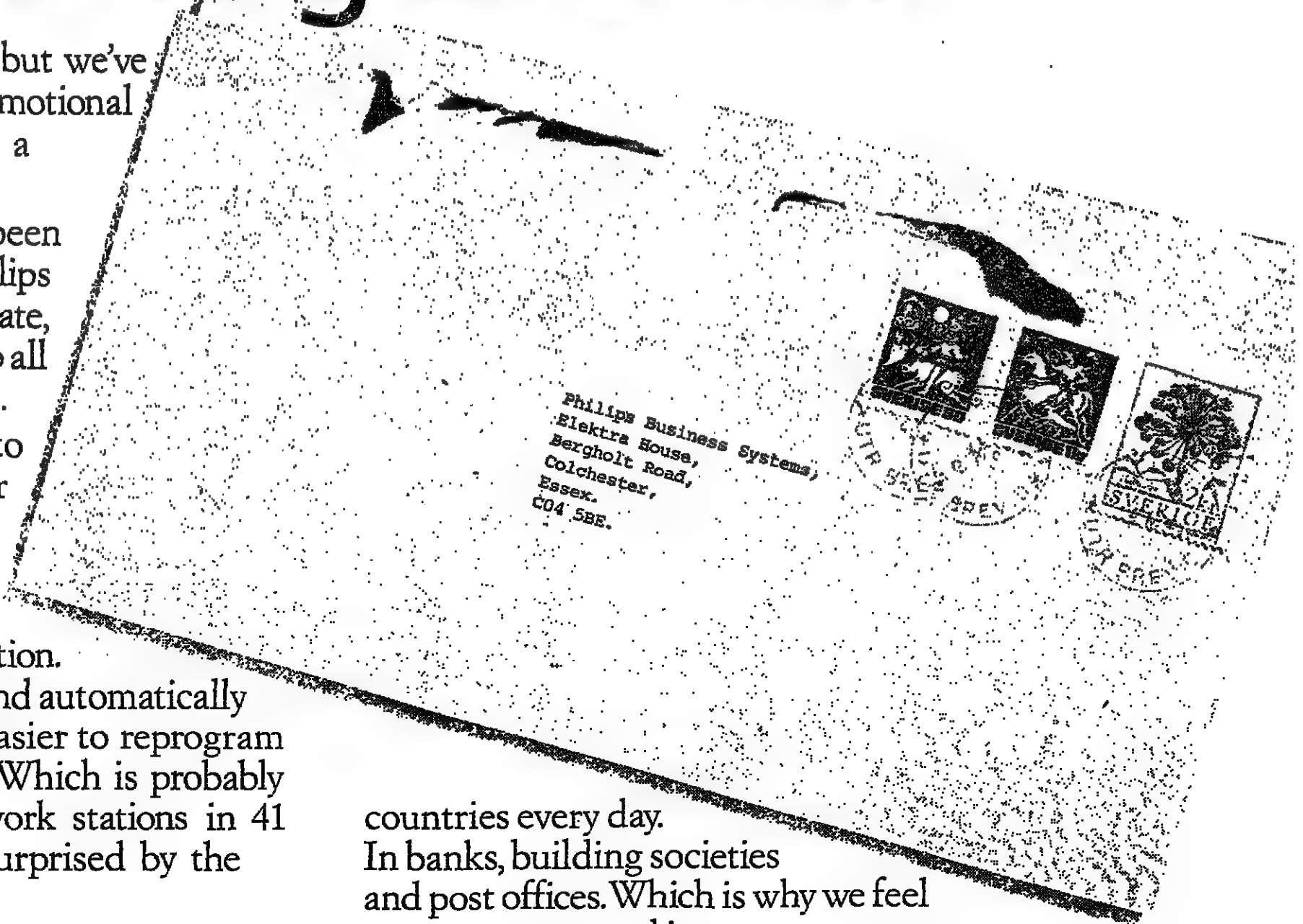
From the Swedish point of view the system they chose is about the best in the business. It registers every transaction. Instantly. It controls account balances, and automatically balances the books. Every day. And is easier to reprogram than any other computer of its kind. Which is probably why we've fitted more than 100,000 work stations in 41 countries. Mind you, we weren't too surprised by the Swedish stamp of approval.



At Philips we're busy fitting countless systems in umpteen

countries every day. In banks, building societies and post offices. Which is why we feel we can recommend it to anyone.

Needless to say, the whole package comes first class.





## Fashion in the post

ROYAL MAIL  
350 YEARS  
TO THE FUTURE

One of G. K. Chesterton's stories hinges on the uniform of a postman. During the course of a murder investigation, everyone agrees that no one had called at the house where a murder had been committed. Father Brown discovered that "no one" included the postman, so accepted a figure that he and his sack (containing the body) had passed to and fro without anyone noticing.

It was not always so. Uniform for postmen came in the late 18th century, when the guards of the mail coach service - founded in 1784 - wore black hats with gold bands and scarlet coats with blue lapels, trimmed in gold.

In 1792 the controversy began as to whether Letter Carriers should wear uniform. The Secretary to the Post Office was against the idea, fearing that it would cost a good £600 a year to clothe no less than 230 men. Lord Walsingham, the Joint Post Master General, thought it would add to the dignity to the office, and that men in uniform might be noticed if hanging about in ale houses or frequenting pawn shops.

Letter Carriers often had quite a lot of money on them, and they were angry - first because they considered a uniform was a reflection on their honesty, and second, because they would be presented automatically as a target for thieves.

In 1793 they got a beaver hat, a scarlet cutaway coat, with blue lapels and cuffs and a blue cloth waistcoat, with brass buttons on which the wearer's number was inscribed. This was proposed to be renewed annually, but the men had to provide their own trousers - not always a match, and sometimes less than elegant or clear. Waterproof capes were not issued until 1855, when there was a change to a frock coat - still red - a new hat, and, at last, trousers.

Scarlet continued to be the postman's colour for many years, but in 1861 it was decided that red became dirty too quickly. The new uniforms were blue, with touches of scarlet in collar and cuffs, with scarlet piping.

Postwomen, who joined the Post Office in large numbers during the 1914-18 war were entitled to uniforms from 1915, when they got a blue serge cap - or straw hat - a blue serge skirt and cap, and boots.

Redesigning the uniform seems to be a constant preoccupation. In 1969 there was a complete break with tradition and a grey uniform, in man-made fibre, was introduced. This time the Post Office went to the workers and asked for their ideas on what would be essential in a new uniform. The Post Office has now returned to blue - both dark and light blue.

The new uniforms have begun to be issued this year, and for outdoor postmen it includes four shirts, a tie, a hat, a belt, two pairs of trousers, a jacket, a jumper, a thermal coat and a waterproof with leggings. For sorters the coat sleeves zip off to leave a fashionable and warm gilet. The jumpers have smart shoulder and elbow patches.

Compared with the tailcoats in blue, the red frock coat with the striped blue and white waistcoat, the tunic, shako and brass buttons of earlier years, the new uniform seems utilitarian rather than attractive. The lack of the ability to clean heavy uniforms in the past makes one thank heaven for the man-made fibre. And postmen and postwomen do not have to provide their trousers.

Philippa Toomey



The postman's uniform, 1855-60, of red coat, blue and white waistcoat and tall hat, left, was followed by sober blue with red piping, brass buttons and cap. In 1915 women had blue serge with boots, and even by 1921 not a lot had changed

## The perfect pillar box?



Up to date in 1938: Tightly belted cloqué skirt, high-heeled lace-up shoes and a pillar box with the new George VI cipher

One of the strangest incidents in Post Office history was the kidnapping of a pillar box. An old Victorian pillar box was to be taken out of service and one of the people of Greenford was so infuriated that he dug it up and took it home - quite an undertaking, as the foundations are deep, and the box extremely heavy.

He claimed his father had been the first man to post a letter in the box and extracted a promise from the Post Office that the box should never be destroyed.

A pillar box has to be strong, watertight, thief, child and snail proof, designed in such a way that letters do not get stuck half way down. The door must not open on to the street, or into the prevailing wind. There seems to have been an endless search for the perfect pillar box, ever since 1852 when Anthony Trollope, the novelist, who was then a Post Office surveyor's clerk, suggested that letter boxes might be introduced into the Channel Islands, following the continental pattern.

After the introduction of the uniform penny post, there was an enormous increase in the sending of letters, and roadside posting boxes were put up as early as 1840. Until then people had had to hand in their letters to post offices or to the Letter Carrier. He had a penny for every letter, and would ring a bell on the street at six pm for late letters to go out on the Night Mail.

### The first boxes were considered hideous

There was some suspicion of the new letter boxes, and at the same time, the public was urged to put a slit in their front doors for the delivery of letters.

The first pillar boxes were five feet high, square, and with a large iron ball on top. They were considered hideous. The Department of Arts and Science in South Kensington was approached for a new design and the result was a charming cylindrical box, decorated with

a lion's head and swags of flowers, picked out in gold. There had been only six of the square design - in Fleet Street, the Strand, Pall Mall, Piccadilly, Grosvenor Place and Rutland Gate. There was no real uniformity and pillar boxes of varying design had been erected in other parts of the country.

The Arts and Science model was made standard throughout the country, with the decoration removed. But it was soon found to be too small to cope with the volume of post from the less frequently emptied country boxes. The new design was much larger, but swiftly withdrawn, on the discovery that people could remove letters as easily as post them.

Until 1874 boxes were painted a dull bronze green, but "Pillar Box Red" has been an acknowledged shade since then. The Royal Ciphers has appeared on pillar boxes from the beginning, except for an unfortunate oversight in 1879-87 when the current design omitted not only the Royal Cipher but also the words Post Office.

Hexagonal pillars - one of them eight feet high - some with points of the compass on the top, some looking exactly like dustbins - all have served the public. The latest is the K design, of which there is one outside the Albert Hall.

There is a collection of historic boxes hidden in the basement - because of the great weight - of the Post Office Museum. The Curator, Ralph Welsted, has the dream of installing them in Postman's Park, the little oasis of green opposite the GPO in St Martins le Grand, presided over by a statue of a scowling Minotaur. Unfortunately, the kidnapped pillar box seems to have disappeared: but some resurrected Arts and Science boxes should cheer the place up considerably.

PT

## From coach and horses to trains and planes

### How the mail moved with the times

The combined talents of the young Benjamin Britten and W. H. Auden helped to make the documentary film *Night Mail* in 1936 a small classic of its kind. Speed was the most important thing in the delivery of the mail and it always has been. In the early days, the mounted post boy reckoned to do seven miles an hour in summer, five in winter. There were complaints, then as now, about the slowness of the service.

The Post at present, instead of being the swiftest is almost the slowest conveyance in the country; and though, from the great improvement of the Roads, other Carriages have proportionately mended their speed, the Post is as slow as ever. So wrote John Palmer, who had an idea for a mail coach service. The Bath Mail took nearly two days to reach London and the stage coach 17 hours.

The experimental run by Palmer's coach began at the Rummer Tavern in Bristol - it still stands - calling at the Three.

### The motor car was adopted quickly

Tuos in Bath, and reaching The Swan with Two Necks in Lad's Lane, Wood Street, London, 16 hours later. He had achieved what had been declared an impossibility.

Within two years, mail coaches were serving all the principal roads from London, changing horses about every 10 miles, and travelling about 10 miles an hour. Edinburgh to London took 60 hours and the coaches had armed Post Office guards on board, who were also responsible for keeping the run to schedule, and for blowing the long, straight horn to give warning of the coach's right of way.

In 1835 there were 28 mail coaches leaving London every night except Sunday from the

The Post Office was also quick to adopt the motor car. In 1897 there was a cautious trial of a steam motor mail service between Mount Pleasant sorting office and Redhill. In 1895 a local postman had built a steam tricycle, nicknamed the Craigie-war Express, and Postie Lawson's delivery round must have been enlivened by odd machine, part giant steam kettle, part tricycle.

Delayed by the First World War, the Post Office finally had a fleet of 48 vehicles in 1918, painted red, with the black bonnets which are only awarded after a vehicle has been tested and accepted into the fleet.

In 1911 the Post Office had taken to the air in honour of the Coronation celebrations of George V, and the regular air service was inaugurated in 1919. Letters had, of course, always been carried by sea, and the Archive of the Post Office has some fascinating material contained in ship's logs, such as that of the Windsor Castle, attacked in the West Indies by French privateers (the captain and five men boarded and captured the pirate). Five Sea Post Office sorters, attempting to save their 200 sacks of mail went down with the Titanic in 1912.

PT

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For some time, Logica has been working with The Post Office on one of the largest information technology projects ever undertaken in the UK - the Counter Automation project. Studies relating to business and marketing needs, network design and evaluation of technical options have encompassed a variety of approaches ranging from computerised accounting, to the possible use of 'smart' cards and state of the art encryption and security techniques.

The Post Office is one of the many organisations from a wide variety of market sectors who turn to Logica for specialist and consultancy skills. Services in consultancy include:

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## FOCUS

ROYAL MAIL/3



On the hoof: The postman of 1938 delivers the goods in the Cotswolds. Right: The present uniform, which was introduced this year, returned to the dark blue after the flirtation with grey, and this represented the first complete redesign since 1969

## How the Girobank became a high street money-puller

National Girobank, the banking arm of the Post Office, has been a late developer — later, at least, than the planners expected in 1968 when the bank was launched. But after an abrupt change of direction in the early 1970s Girobank has planted its feet firmly in both corporate and retail banking.

It now has to cope with its own explosive compound growth of 20 per cent a year. The original concept of National Giro was as the ultimate quick, cheap money transmission service. Through a highly centralized system based in Bootle, and a sophisticated computer system, Girobank would handle mass money transfers using the P.O. resources to give it convenience and mass appeal.

But the mass appeal never materialized. The planners had misjudged the market and found that instead of flocking to the new service in their millions, people stayed away in droves. Despite the convenience of being able to bank through local post office branches people found, for example, they got a much fuller banking service from a conventional high street bank. After 12 years of existence, Girobank had still picked up only one million clients by 1980.

It changed tack in the 1970s and aimed at attracting corporate business. It concentrated on large retail groups. The theory was that shops collected a lot of cash during the day and would welcome the convenience of disposing of it at the nearest post office.

The post offices also welcomed cash — unlike most high street banks — to use to pay social security benefits. Girobank could either act as ordinary banker for the retail client or transfer the money to the client's existing bank account elsewhere for a fee.

Its success was considerable. During the decade Girobank attracted Marks & Spencer, W. H. Smith, Safeway, Woolworth and J. Sainsbury on to its client list. It now handles about 30 per cent of all retail takings in Britain, with an annual throughput from corporations of more than £30 billion.

Girobank also set out to persuade local authorities to allow council tenants to pay rent at post offices through the Giro system. With 38 million rent payments a year, this

proved fertile new ground for Girobank.

By the end of the 1970s Girobank felt secure enough to look again at the personal banking side of its operation. New legislation allowed it to offer a wider range of services and it has managed to boost the number of its private clients by nearly a million, to just under two million in five years.

Its position now, with invested deposits of a respectable £900 million, is quite distinctive within the banking sector. Though it cannot compete in size with the large UK clearing banks it is the fastest growing. In 1983-84 it produced pre-tax profits of £13.5 million and is expected to have made about £18 million last year when it reports at the end of July.

Government targets for the return Girobank is expected to make have been raised from 19 to 22 per cent on net mean assets in recognition of an impressive performance. In 1982-83 it produced a 33 per cent return and a 25.3 per cent return the following year.

Its clientele though is less selective than the high street banks and almost exactly mirrors, Girobank claims, the spread of the British population both geographically and socially.

While Girobank is now pushing forward on corporate and retail banking it is clear that the biggest developments are on the retail side. It now offers free banking when in credit, deposit accounts with competitive rates of interest and bridging loans.

Further services, such as mortgages, overdrafts and a credit card are set to follow. The thrust of the bank's policy is to

offer a full banking package comparable with that of a high street bank.

Under the Post Office Act — the legislation which also governs Girobank — the bank is not allowed to indulge in anything other than *hona fide* banking. But as the high street banks move into new areas, such as home loans, Girobank feels able to follow without contravening its charter. Much of its development, however, depends on new technology and Girobank is putting in a great deal of effort.

Although its original computer system was sophisticated for its day it has been overtaken by newer systems installed in other banks. Above all, it is inflexible and cannot cope, for example, with administering ordinary overdrafts which is why Girobank does not, officially, allow them.

But a new computer system is being installed at a cost of about £7 million so far, which will be faster, bigger and more flexible.

Girobank's other big technology investment is the installation of automatic teller machines (ATMs) in post office walls. It is part of the LINK system which includes a number of large building societies and other financial institutions. Girobank aims to install 130 cash machines nationwide by the end of next year.

There is little reason why Girobank should not maintain its present rapid growth for the foreseeable future. It is busy setting up regional offices to service existing clients better and to sell its services to new ones.

Richard Thomson



Post haste: A mobile pillar box is touring Tonbridge in Kent to allow customers to send evening mail ahead of the rush

## Back on the write tack

People in the south-west write more letters than those living in the north-east: the "romantic" age of the late teens and early twenties send more letters than the staid 25-44 age group; and inveterate letter writers hate the Post Office but love the postman.

Those are just some of the statistics thrown up by research into letter-writing habits which also reveal that the English and Scots write more letters than the Welsh, and women write twice as many letters for pleasure than men. Overall, the surprising message is that private letter-writing is on the increase.

The Post Office relies for most of its income on the profitable 75 per cent of mail posted by businesses. But private letter postings have increased by 5 or 6 per cent a year recently. The 15 per cent of all mail that is written for social or pleasure reasons is increasing, according to the Post Office, because it has been able to stabilize prices and to improve the quality of service through more realistic delivery times.

The Letter Writing Bureau, representing manufacturers of stationery and pens, has discovered that people write letters mainly for pleasure because they find they can be more witty than in a telephone conversation and because they find a letter a better "environment" for the exchange of gossip. The most prolific letter writers are teenagers and the over-65s. People in the South West write more than 44 letters a year while in the north-east the figure is only 29.

Many sorting offices have an area known as "Heartbreak Corner" where wrongly addressed mail is handled. About one item of mail in 100 is undeliverable because it carries an address that does not exist. But each office has its own local postal detective who, using local knowledge and "nose" built up over the years, can often direct mail correctly which sometimes does not even have an address.

Worst culprits are holiday-makers sending cards home who write their cards but forget

to put the address. In cases such as these it is still possible the card will reach its destination because a sorter will check for another batch of cards in the same handwriting and despatch the bundle to the relevant area in the hope that in the local office a postman will recognize the name and complete the delivery.

Badly addressed mail costs the Post Office about £8 million a year in wasted man hours. In addition to the 1 per cent that is undeliverable, a further 2 per cent is delayed while postal staff try to find the correct address. The main centre for badly addressed mail is at Portsmouth, although there are six other offices around the country which specialize in incorrectly addressed letters and postages.

The volume of letters being posted has been rising at the rate of about 5 per cent which is the best period of sustained growth since the post-war boom years in the late 1940s. The mail is collected from 100,000

postboxes and after sorting is delivered to 23 million addressees, a number which rises by about 400,000 a year. The British Post Office is the only profitable postal service making two deliveries a day to the door rather than to central collection points as happens in other countries.

The Post Office's target is to deliver 90 per cent of first class mail on the first working day after posting, a percentage that is agreed with the Government and the Post Office Users' National Council. The last precise figures show that the corporation achieved 86.2 per cent although figures to be published soon are expected to show an improvement to 88 per cent after the end of industrial disruption.

The target figures for second class mail is that 96 per cent should be delivered by the third working day after posting and the latest figures available show that 92.9 per cent was achieved.

Workloads increase dramati-

cally at Christmas when the Post Office handles more than 1,000 million cards, letters and parcels. During the early weeks of December about 100 million items of mail are handled daily, compared with the normal average of 42 million; 160 temporary collection points are established at venues such as village halls and schools and 35,000 extra staff are taken on to cope with the workload.

The Post Office also handles 119 million items a year of mail destined for overseas that travels by surface and 417 million items of air mail. In the reverse direction, 120 million items of surface and 549 million of air mail are brought into the country.

More than 200 sailings a month are used for surface mail and the mail coming into Britain is handled at five main offices in Manchester, Glasgow, Reading and two in London, Mount Pleasant and the King Edward Building in the City. There are customs operations at those offices where parcels are opened for drugs and other illegal imported goods.

DF

# Ford's biggest postal order.



If further proof were needed that the Ford Escort really delivers, talk to The Post Office.

They've been driving Escort vans for some time now, and with such excellent results that, by the

end of the year, they will have some 3,000 of them, 2,100 powered by Ford's exceptionally economical new diesel engine. These vans are now in the process of being delivered, so they'll soon be appearing on

the roads. And when all 3,000 have arrived, it will most certainly be a red letter day for both Ford and the Escort.

Ford cares about quality.





## The aim is industrial harmony

The seven-week strike by postmen in 1971 proved to be a watershed for industrial relations from which it took the Post Office and the leading union several years to recover and still has its reverberations.

Some in the industry argue that the recovery has only been completed recently with the privatization of the telecommunications side in 1981 which coincided with a growing volume of mail that was being handled. That, in turn, was used to persuade the 177,000 Post Office employees they were no longer working for a contracting industry.

The management was also able to improve the productivity record which, contrary to unions' experience in other industries perhaps, had been accompanied by the creation of new jobs, albeit on a fairly modest scale.

Stable industrial relations, with its adjunct of good personnel management, is regarded by Sir Ronald Dearing, chairman of the Post Office, as one of the most important tasks for his executives and managers. In a business which is so labour intensive, it is not difficult to see why so much importance is attached to achieving industrial harmony.

That policy has been under the greatest strains this year since 1971 with two outbreaks of serious industrial action which caused widespread disruption of mail services and threatened complete dislocation of deliveries had either disputes persisted. Both took place against the background of attempts by the Union of Communication Workers (UCW) and the management to secure approval for the business efficiency programme which introduced revised working procedures and new productivity measures.

The walkout at the huge

Mount Pleasant office in central London in April posed a threat to movements of mail around the country as it plays a critical role in the distribution of one third of the nation's letters and parcels which passes through the capital. That dispute was about the introduction of a piece of advanced machinery. But the second dispute, involving dozens of sorting offices mainly in southern England, started over the innocuous issue of the delivery of local election polling cards.

The strikes served to underscore the tensions in the corporation as moves toward the new working methods gathered pace. Even after their acceptance, neither union nor

militant branches are to be found.

Mr Tuffin argues that his critics are wrong. "I believe I shall be proved right at the end of the day, because we are now moving away from a reliance on overtime, which was endemic to a high productivity, high bonus industry."

The Post Office has a wide network of industrial relations staff spread around the country and each head postmaster has at least one specialist to advise on labour problems and to handle disputes. Serious problems are generally dealt with at the top tier of each of the corporations' 10 regions by controllers of personnel and industrial relations.

resents 15,000 supervisory staff, the National Communications Union with 9,500 engineering and clerical members and the Society of Civil and Public Servants which looks after about 1,500 members of senior management.

Since the end of last year the UCU has not had a closed shop agreement after a management decision to revoke the agreement under the terms of the Government's labour laws. But almost every employee is in a union, a practice encouraged by the management. There appears little likelihood of the UCU seeking to re-introduce the closed shop by holding a ballot as specified by the 1982 Employment Act.

Out of the total workforce, just under 24,000 are women. And although the number of employees is below the peak of 181,000 reached in 1981, it is now higher than in the last two years thanks to a growth in the volume of mail.

After acceptance of a 5.3 per cent pay deal last month the new basic weekly rate of pay for a postman is £107 and £134 in inner London, but only 4 per cent of postmen are on the basic. The average earnings amount to £168 a week rising to £199 in inner London and are boosted by the large amounts of overtime the Post Office is seeking to eradicate.

Last year the annual overtime bill was £200 million for the 36 million hours worked. A postman averages nearly 14 hours a week on top of his normal 43 hour week while 10 per cent, mainly in London and the other big cities, do 20 hours or more of overtime each week. Increasing mechanization of the corporation's operations has led to a growth in training programmes for staff.

Training for youngsters is given priority and the Youth Training Scheme in the Post Office, which has places for 3,000 youngsters, is the largest in Britain.

DF



Rough road: Alan Beavitt sails the mail across Loch Broom three times a week after a seven-mile walk

management is prepared to predict that the implementation of the efficiency package will be achieved without further industrial problems.

Out of the 177,315 people employed by the Post Office, 143,000 are organized by the UCW whose general secretary, Alan Tuffin, was criticized by many of his members for allying himself too closely with the management's proposals. The deal will cut back the amount of overtime which in turn hits union members hardest in the large cities where the more

Mr Tuffin is wary of devolving industrial relations away from the centre, particularly as the UCW is a highly centralized union. Despite those reservations the devolution will continue and industrial relations are already handled separately by management in the counter business, unless there is a question of national corporation policy.

In addition to the UCW there are three other unions in the Post Office. The second largest is the Communication Managers' Association which rep-



Seventy feet under the congested streets of London, a miniature underground railway system operated by the Post Office takes mail across the city. Running from Whitechapel in the east, to Paddington in the west, there are intermediate stops where mail is added to the train in small sealed containers. An average of 35,000 bags of

mail is carried daily. Tunneling started before the First World War, but because of economic problems the first trains did not run until December 1927, since when it has remained virtually unchanged, apart from a change in rolling stock four years ago. The method may seem quaint, but crossings take 26 minutes

## Britain's big spender

Britain's Post Office is one of the country's biggest single buyers of goods and services, spending £350 million a year on hundreds of thousands of bits and pieces of equipment ranging from shirts to computers - and all but a handful are British. The Post Office has the distinction of being the only UK body to be named in the General Agreement on Tariffs and Trade (GATT) so it has to put out to international tender contracts with a value of more than 100,000 units of account (about £116,000).

This embraces more than 90 per cent of all P.O. purchases, yet, in practice, less than three per cent goes abroad.

Alan Robertson, director of the P.O. Supplies Department, is keen to dispel any suggestion that the spirit of GATT is not honoured and that British industry is unfairly favoured. He says: "We strike a hard bargain and in some cases we aim by negotiation to make UK suppliers more competitive."

"We reserve the right to negotiate on our tenders, which is unusual among public bodies in Britain, so by negotiation we save about £24 million a year on home and foreign contracts."

It is clear, however, that the P.O. aims to protect British industry wherever possible and, for example, is allowed to place all service contracts with domestic companies, which in turn enables liberal interpretation of the GATT rules.

Recently, Mr Robertson bought £8 million of flax from The Soviet Union and Belgium, which will be spun and woven into mail-bag fabric at mills in Scotland, a good boost to the Scottish weaving industry. And rather than buy shirts from the Far East, the P.O. buys the material, then has the garments made up at home.

Mr Robertson controls a decentralized buying operation with senior buyers - recruited

from industry - installed in the P.O.'s 10 regions. Their purchases are diverse and numerous, as a list of the leading supplies demonstrates.

Last year, the P.O. spent £1 million on printing, £8 million on mail bags and general stores, £12 million on catering services, £11 million on vehicle spares, £4 million on electrical equipment, £6 million on clothing, £20 million on computers and office equipment and £3 million on vehicle hire.

Three printing companies - Harrington, Waddington and McCordale - are used by the P.O. for the majority of its printing needs, but many small companies are employed to produce the huge number of forms and leaflets considered essential for the smooth running of the corporation. Two big stores are operated by the P.O., one for clothing and general printing, the other for high security material such as stamps. At any one moment, the Post Office has in store many billions of pounds of printed materials.

On an equally important front, the P.O. is the country's biggest buyer of bicycles, still the most tried and trusted method of mail delivery street by street. About 7,000 cycles are bought each year, all of them heavy duty machines built to withstand the punishment meted out by laden postmen. The major suppliers are Pashley of Stratford-on-Avon and Elswick-Hopper.

Fuel contracts alone provide some of the Post Office's major business. Mr Robertson's team negotiates about 40 deals for diesel and petrol and again unlike other public organizations prices are renegotiated at least once a month. As well as the big names such as Shell and Esso, smaller companies - including Pace, Hudsons and Hargreaves - are used by the P.O.

The big shift in the P.O.'s buying pattern is being forced on it by the growing use of electronics to quicken the delivery of mail and increase efficiency. Though the investment in mechanical sorting and optical recognition equipment is now coming to an end, the expenditure on computers is rising because of the automation of the P.O. counter.

The corporation already owns about 5,000 personal computers, as well as main-frame monomers and is a leading customer of companies such as ICL, IBM, Burroughs and NCR, and it has now asked for government approval to spend £50 million on counter equipment. The hardware from a mixture of four foreign and domestic companies is being evaluated.

On the transport front, too, things are changing. The success of the internal air mail delivery, has led the P.O. to give serious consideration to buying its own aircraft to replace the hired fleet - which ranges from modern Brazilian Bandeirante aircraft to old Dakotas - although postmen pilots are unlikely. A management company would be charged with running the Post Office squadron.

Edward Townsend  
Industrial Correspondent

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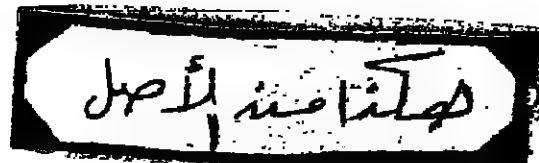
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Brit

ROYAL MAIL 350 YEARS

For the 350th anniversary of the Royal Mail, a commemorative coin has been issued. The coin features a design of a postman carrying a mail bag. The text on the coin reads 'ROYAL MAIL 350 YEARS'.

The growth of Britain's mail service is phenomenal. In 1984, the service handled over 2 million letters a day. An investment of £100 million is being made in new aircraft to replace the old fleet. The new aircraft will be able to carry more mail and will be faster. The Royal Mail is also investing in new sorting equipment to speed up the delivery of mail.

Two... The growth of Britain's mail service is phenomenal. In 1984, the service handled over 2 million letters a day. An investment of £100 million is being made in new aircraft to replace the old fleet. The new aircraft will be able to carry more mail and will be faster. The Royal Mail is also investing in new sorting equipment to speed up the delivery of mail.

The... M



# A SHORT ADDRESS FROM THE ROYAL MAIL.

In 1635 King Charles I opened up his courier service to his countrymen, and the Royal Mail became a right for all.

In the 350 years since then, the rest of the world has looked to The British Post Office as a model for ideas and innovation. We were the first in the world to introduce the now familiar postage stamp. The first to introduce a scheduled airmail service and more recently a public international facsimile service.



Today, the Royal Mail operates a complex nationwide network, delivering 42 million letters and parcels every working day to 23 million addresses. That involves 27,000 vehicles, 4,000 trains daily and a fleet of night aircraft.

The Royal Mail continues to provide a level of service most advanced countries think too costly and yet we do it at a competitive price. We are the only postal administration in the world that provides customers in urban areas with two deliveries each working day, to their front door.

Prices have been held well below the rise in the cost of living in recent years, with the lowest basic prices in Western Europe.

And yet, despite this price and service achieve-

ment—or perhaps because of it—the Royal Mail is the one really profitable postal administration in the world, with a profit last year of £130m.

The Royal Mail has a proud past and invests over £100m a year for the future of its services to the public. At the same time, we contribute substantially to the Exchequer for Government funding.

To match the increased volume of letters, growing at the highest rate for many years, we have developed special machinery to speed the mail through the system. We have harnessed computer technology to our counter services and to increase the scope of the Intelpost facsimile transmission service.

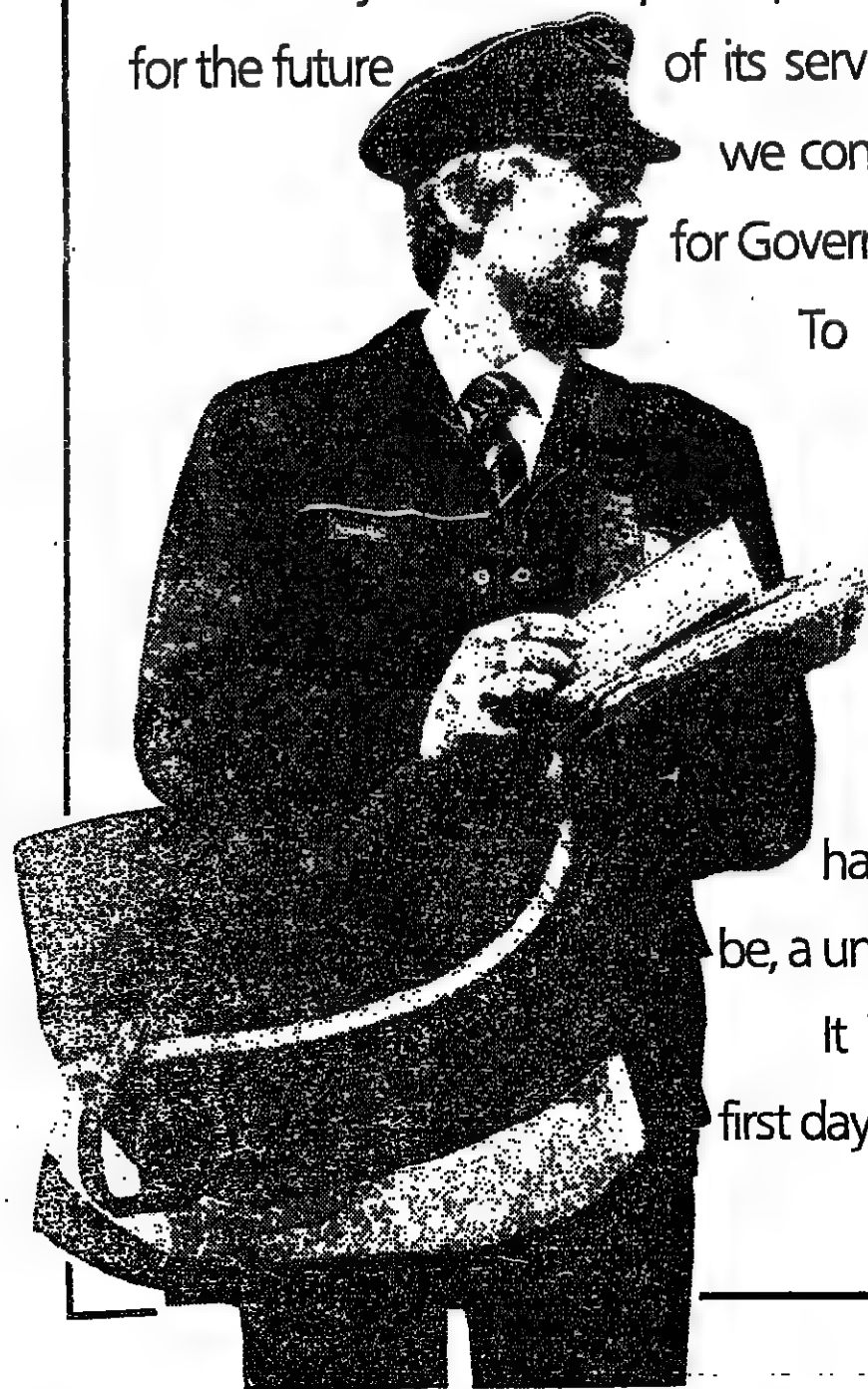
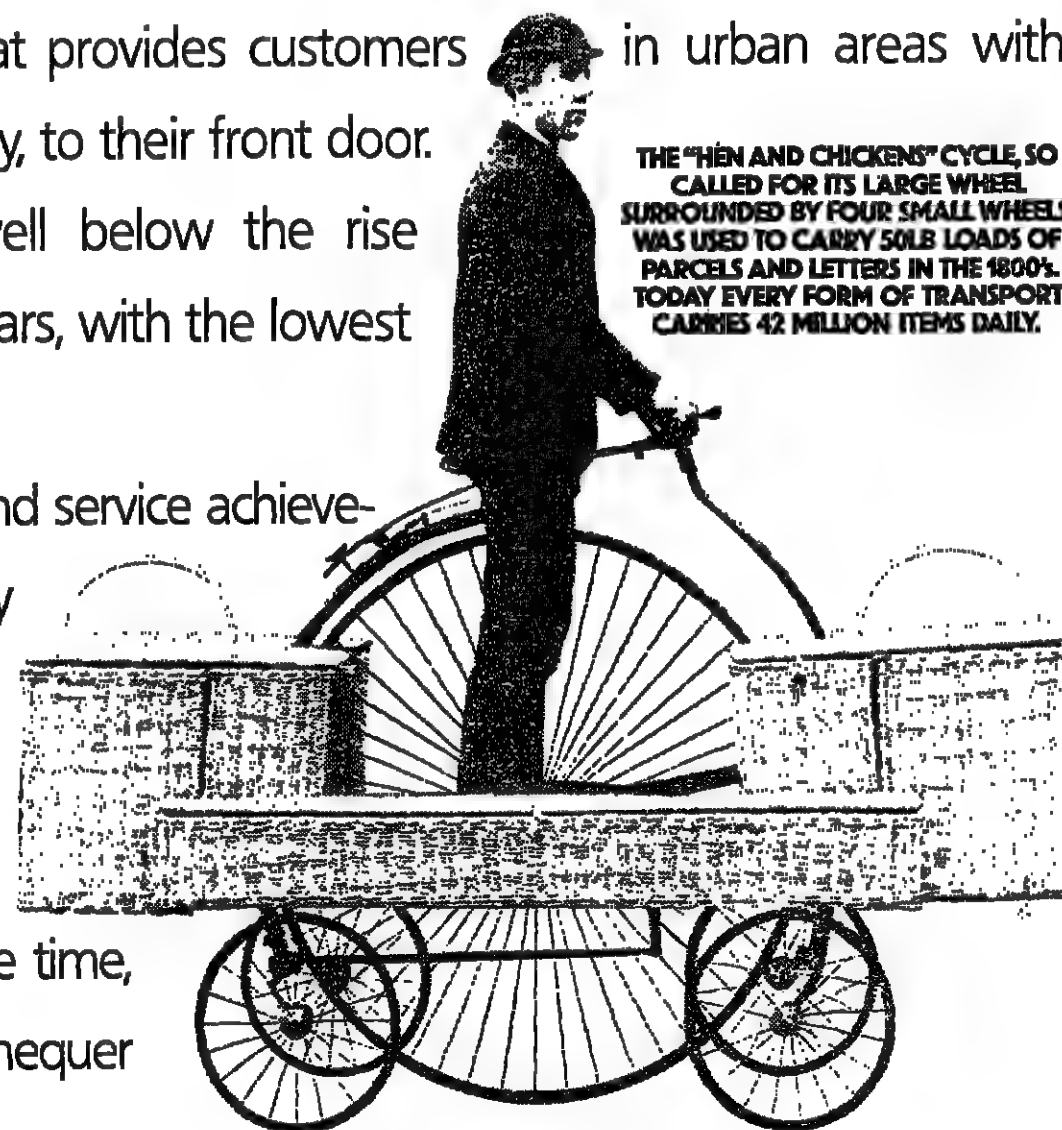
In the midst of all our plans and giant operations, we have not forgotten what we stand for. We are still, and always will be, a uniquely personal business.

It is a responsibility we have never taken lightly, from that very first day back in 1635.



POSTMEN OF THE 1600s ENJOYED THE TITLE "STRAUNGE (UNFAMILIAR) FOOT POST," AND DELIVERED ONLY TO POST OFFICES OR INNS. TODAY, THE FAMILIAR POSTMAN DELIVERS TO 23 MILLION ADDRESSES.

THE "HEN AND CHICKENS" CYCLE, SO CALLED FOR ITS LARGE WHEEL SURROUNDED BY FOUR SMALL WHEELS, WAS USED TO CARRY SOLE LOADS OF PARCELS AND LETTERS IN THE 1800s. TODAY EVERY FORM OF TRANSPORT CARRIES 42 MILLION ITEMS DAILY.



In business to serve you



## PARCELS

## Bundle of special services

The Post Office was the first organization to offer a nationwide parcels service - as long ago as 1884 - but it has never enjoyed a monopoly. Today the parcels market is static, the product of a relatively static economy, and is fiercely competed for by an unnecessarily large number of carriers.

But the Post Office remains the largest operator in the business, larger than all the other major carriers put together. Last year it carried 200 million of the 650 million parcels carried in Britain and made a profit on the service of £19.2 million on a turnover of £300 million.

## Delivery to any British address

The image of the Royal Mail Parcels as the bringer of grandma's Christmas present is wide of the mark; it is a business-oriented service and private parcels account for barely 5 per cent of the total.

Royal Mail Parcels stands out from its many competitors as the only one committed to delivering to any and every address in the country. No other carrier has the Post Office's vast nationwide infrastructure which such a commitment demands. The Royal Mail is also the only carrier which will take a parcel to any part of the country for a flat-rate charge. It costs the same to post a 25 kg parcel - the maximum weight permitted - across London as it does from Plymouth to Stornoway.

No other carrier can match the Post Office's number of accepting points where parcels can be handed in - any main or sub post office in the country. Despite that, about two-thirds of all parcels handled by Royal Mail are collected from the customers' premises.

There are, naturally, discounts for high-volume users of the service. But the marketing effort is aimed at tailoring a service to individual customers' needs and quoting a specific and competitive price for individual contracts, rather than offering a pre-set range of discounts and incentives.

Alan Hamilton



Jim Sheard of Humalet, Leeds, in the control centre of the Royal Mail's machines handling complex at Leeds, which spreads across 10 acres

## Tons of post on the flying pillarboxes

## DATAPOST

The most fiercely contested market of all is for the lucrative guaranteed overnight delivery business, a rapidly expanding sector of the market. The Post Office entered the arena in 1973 with Datapost, carrying documents only at first but now accepting merchandise as well.

With private companies such as Securicor and TNT well entrenched in the marketplace, the Post Office has to fight hard for its share; it is now third in the field, with about 13 per cent of the total business.

Introduced originally to carry computer material, Datapost now carries anything from legal documents to wages records, from blood samples to machine parts. To improve competitiveness the Post Office has recently raised the size and weight limits to packages of up to 1½ metres long and 60lb in weight. It now also offers free insurance cover up to £5,000.

Overnight Datapost items can be handed over the counter at 1,500 main post offices and another 1,380 selected post offices in the UK. But in a further effort to improve service the Post Office set up a "super service" network earlier this year based on 14 main centres throughout the country.

When a customer telephones the nearest centre by Freephone, staff use computers and radio links to work out the fastest itinerary for a package, and can call into action a fleet of radio-controlled motorcycles and vans, chartered aircraft, trains and even helicopters.

As well as offering its standard overnight service and its same-day service within or between major British cities, Datapost is now available to 64 international destinations. Within the UK, the Datapost service revolves around a fleet of eight chartered aircraft, nicknamed "flying pillar boxes", which on an average weekday night will carry 12 tons of post for some of the service's 30,000 regular contract customers.

The aircraft link nine towns, from Aberdeen to Bristol. One aircraft, for example, leaves Aberdeen at 21.40 bound for Edinburgh. During a 15-minute stopover it refuels and takes on further Datapost items before heading for Luton, the hub of the inland Datapost network, where it arrives shortly after midnight.

Within an hour the aircraft is unloaded, refuelled and reloaded with Datapost for Scotland, before leaving for Edinburgh and Aberdeen, where it arrives in ample time for early morning delivery of its payload.

Whether collected from the sender or handed in at a Post Office, Datapost items are handled separately from other mail. All consignments are signed for at each transfer point and on delivery. Packages are accompanied by Post Office staff except when airborne, and there are extensive backup arrangements to ensure reliability.

A H



A Datapost messenger radios in for his next assignment. The service is proud of its same-day deliveries

## Send it by computer

## ELECTRONIC POST

Electronic post is a new Post Office development, still in its research and development phase, and is an offshoot of Intelpost. It, nevertheless, already offers a national network and has recently been able to announce the first electronic mail service for computer users of its kind in the world.

Owners of computers, whether mainframe, mini or micro, can now buy a software package enabling them to link directly to the Intelpost system and transmit messages for same-day delivery in urban

areas in Britain and to many countries overseas. Because of the combination of electronics and traditional hand delivery, it is not necessary for the recipient of the message to have a computer.

The system has potential for any business which has a communication it wants to deliver to a large number of people, and which needs to arrive at a specified time.

It would, for example, be ideal for a car manufacturer who found a defect and had to recall 20,000 of a particular model. There are also possible uses for sending electricity and other household bills. By transmitting the message electronically to a local post office, printing and enveloping it there, and sending it by local hand delivery, the Post Office claims it to be cost-effective, fast, and more reliable than even a first-class letter post.

A H

## It's financial post that makes the money

## MARKETING

Tony Garrett, the Post Office board member for marketing, has a simple sales message for boosting his business. "People like getting letters," he says, "but they won't get any unless they write some."

Boosting the Post Office's business by aggressive marketing is a new concept, hardly dreamt of in the days when it was a government department cushioned against commercial realities by its monopoly.

But things have changed radically, in two ways. Its separation from British Telecom in 1981 meant that its management were restricted to the postal service. The whole operation found itself on a much more commercial footing: its business is no longer only in the monopoly of delivering letters, but has widened into a range of specialist services where it is in direct and often fierce competition with the private sector.

Before 1969 the Post Office had no marketing department. In the 1970s, when it had changed from government department to public corporation, there was an awakening of the need for a positive approach to selling its range of

services. But only since 1981 has a marketing man sat on the main board.

Tony Garrett, who came to the Post Office after long marketing experience in industry, finds that his latest charge is not greatly different. He says: "If the business is managed as a commercial enterprise, it makes no difference that we are in the public sector. And that is the way we approach our business: it adds bite and sharpness to our effort. But we do start with an advantage. It is physically possible for the private sector to do anything and everything that the Post Office does, but it would be hard for any private company to implement from scratch the kind of total country-wide distribution service which the Post Office has always had."

Mr Garrett believes that he has one further advantage in his sales armoury. He explains: "There is such a long-standing tradition of confidentiality in carrying of the mails that customers are bound to feel more confident with the Royal Mail in any of its range of forms than they might with a private carrier."

Since 1981, Garrett and his marketing team have had great success in improving the Post Office's traditional business of carrying letters.

Surveys conducted at the time of the BT separation predicted gloomily that the mails would decline over a five-year period as various forms of electronic communication took over. In fact the decline has not only been halted, but reversed: last year letter mail grew by five per cent, the biggest annual increase in memory.

The most surprising area of growth was in what the Post Office classifies as "social mail" - personal letters - which had been in decline for many years as the phone took over person-to-person communication. The tide has been turning for the last three years, and letter-writing is growing strongly again, influenced partly no doubt by aggressive marketing but also by the ever-rising cost of the telephone.

Business-to-business letter communication is undoubtedly in decline as electronics take over, but it is more than compensated for by growth in other areas, particularly direct and financial mail, two kinds of letter which no one likes to receive. Financial mail - bills, bank statements and the like - now accounts for about 45 per cent of the total letter mail.

Three-quarters of all mail is generated by business customers, and the Post Office now offers a range of incentives and discounts to encourage further growth in the volume. Businesses that send large numbers of letters can save up to 12 per cent of their annual postage bill through discounts on first and second class mail.

Companies spending more on postage each year can qualify for discounts of up to 20 per cent on their extra postage; and for less urgent mail, which can be pre-sorted, discounts of up to 30 per cent on second-class postage are offered. In addition, the Post Office offers a range of other services such as Freepost and business reply services, many of which are offered on up to a year's free trial for new customers.

Increasing the volume of letter mail is considered an important marketing target by the Post Office, whose management can now be heard uttering that once-foreign word "profit". But it is in its range of special services, where it is in direct competition with the private sector, that the real sales battle is being fought.

A H

# It's the world's first waterproof Postal Order. (and it breathes.)

After extensive trials, the Post Office has decided to incorporate GORE-TEX® fabric in their new outdoor uniform suits, so ending 350 years of leaking jackets and soggy postbags - and give us our first order from a postal service, anywhere in the world.

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GORE-TEX fabric is a high technology sandwich of outer fabric, lining, and an amazing skin-like membrane made from expanded PTFE (polytetrafluoroethylene). This membrane keeps the weather out, but lets perspiration vapour escape - and that's why, unlike conventional coated fabrics, GORE-TEX fabric keeps you warm, dry and comfortable, even in the worst conditions.

The makers of GORE-TEX fabric, W.L. Gore & Associates, are also well known for electronic components, industrial filters and sealants - and playing an ever increasing role in health care with our GORE-TEX vascular grafts, artificial ligaments, and GORE-TEX theatre liners.

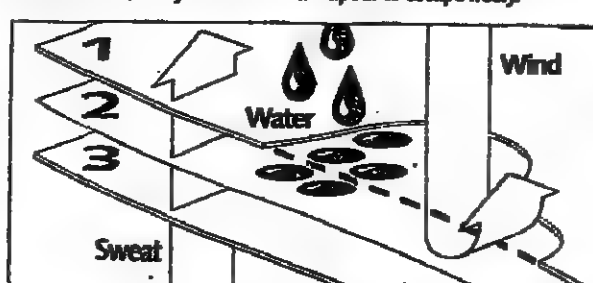
In Scotland, where our new complex at

Livingston opened less than a year ago, we already have another four plants in the pipeline.

In fact, Gore creative technology has made us a uniquely successful company with 30 operating plants worldwide.

But however big or successful we become, there's one moment that will always stick in our memories. And that's the day we got our first postal order.

It works like this. Sandwiched between the outer fabric (1) and the lining material (2) is an extraordinary skin-like membrane (3) formed from expanded PTFE (polytetrafluoroethylene). With 9 billion pores per square inch, it forms an impenetrable barrier to wind and rain, and yet allows sweat vapour to escape freely.



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## Photo-copies that put the world in the picture

## INTELOPOST

Intelpost is the world's first international public facsimile service which enables copies of documents to be transmitted between more than 100 cities and towns in the UK and to countries in Western Europe, North and South America, the Middle and Far East, and Australasia.

A kind of sophisticated long-distance photocopying service, it emerged from its research and development to become a fully fledged service only this year.

About 70 per cent of Intelpost business is done between offices which already have their own facsimile machines. But documents can be handed in at any post office operating the service, and can be hand-delivered at the other end at no extra charge if the recipient has

no machine.

There are now an estimated 30,000 operational facsimile machines in the UK, and the Intelpost network can now link them to at least 2,000 centres in 23 overseas countries. With a rapidly expanding international network, many more countries may soon be expected to follow the Post Office's lead.

First offered in 1981, the service has grown rapidly, with an 80 per cent increase in business in the past year alone. It is used extensively by financial organizations, advertising, printing and publishing companies, and has wide potential for the transmission of documents, artwork or engineering drawings - its only limitation being that it can accommodate a maximum size A4 paper only.

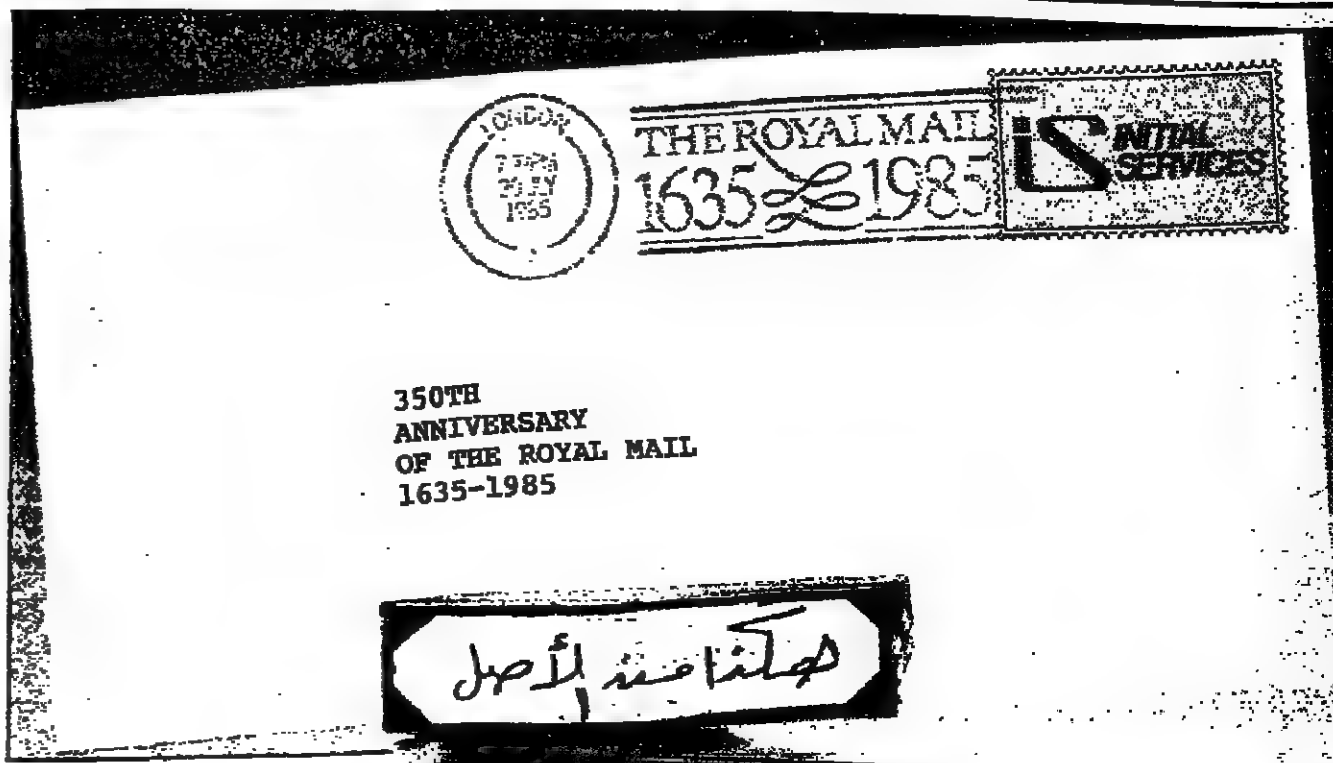
A H

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## FOCUS

ROYAL MAIL/7

## An end to the queue at the counter

**ROYAL MAIL**  
350 YEARS  
OF SERVICE TO THE NATION

The familiar Post Offices in every High Street are under going a radical overhaul so that they can compete head-on with the banks and building societies by providing an ever-widening range of financial services.

The Post Offices of old which sold stamps, handed out pensions and provided few services are fast disappearing to be replaced by what amounts to a retail operation selling everything from high quality stationery to BBC books.

A loosening of legislative constraints which now allow the Post Office to provide services only on behalf of public bodies would clear the way for the corporation to expand into the private sector to provide facilities such as theatre ticket bookings or information about job vacancies.

The re-vamping of Post Office counter operations to make the 22,000 outlets a competitive business in their own right was started three years ago and now comprises the country's largest chain of retail outlets, is set to become a separate entity within two and a half years when it will be turned into a wholly-owned subsidiary of the corporation.

Counters business showed a profit of £12 million in the last year for which figures are available but the results which are due to be announced shortly are expected to show a significant improvement in the operating profit although the overall figure will be down because of the cost of financing the programme of closing selected Post Office and sub-offices.

But the growing financial independence of the counters business could be lost if customers are met with long queues in the High Street and the introduction of a new £100 million automation programme is regarded as a vital component in the campaign to improve the counters' efficiency and range of services.

The programme is awaiting government approval because it involves expenditures of more than £20 million. But when given the green light it will bring "on line" 8,000 large Post Offices enabling them to use 17,000 terminals to cut down on the vast number of paper transactions handled each day.

Another development in the

battle for business is the launch of a system of 180 through-the-wall cash dispensers at main Post Offices. The scheme operates through the LINK organization which brings together 21 financial institutions led by National Girobank, the Co-operative Bank and building societies.

National Girobank, the Post Office subsidiary, was one of the founder members of the consortium which will enable customers to draw cash and check balances, although eventually it will offer further services to make cash and cheque deposits.

The completed network will have around 1,000 automatic tills sited in shops and building societies as well as Post Offices.

The design of Post Offices is changing as well and there is now less chance of those frustrating delays when the next queue almost always seems to move faster than the one you are in, because of the introduction of single queuing.

Several large offices now incorporate a "Postshop" selling a range of goods associated with mailing and letter writing and usually sited inside the entrance so that customers have to walk through to get to the counter. But despite a growing emphasis on the retail aspects the counters business relies heavily for its £600 million a year turnover on large customers like government departments or local authorities.

The largest is the DHSS, with the payment of pensions providing 35 per cent of the total counter business. Twenty per cent comes from mail handling, around 17 per cent is related to Girobank while the rest is divided between other public bodies and services such as national savings and providing British visitors' passports.

A threat to the pensions business posed by a scrutiny undertaken by Sir Derek Rayner, who was then the Prime Minister's adviser on the elimination of waste from government, has now largely been lifted. He argued that it would be cheaper to pay pensions through banks but the Post Office believes that most people receiving pensions or state allowances want to receive cash.

The counters business features heavily in the overall Post Office investment programme with £30 million being spent over the next five years



The personal touch: Gossip and business at the post office

## Unhappy days for the sub-postmaster

Post Office executives came up against the full emotional backlash of communities trying to protect services when the "faceless" corporation first sought to close some main offices and more than 1,000 of the corner sub-post offices.

The response, which unusually provoked a united response from customers, private enterprise (in the shape of the sub-postmasters) and the trade unions, took some of the corporation's executives by surprise although the warning signals had been there since the end of the war when reducing the number of offices was first suggested.

Despite some continued rumblings, the closure programme, designed to save between £17 million and £20 million is now firmly underway and the corporation is hoping that controversy, which prompted hundreds of customers to dash off letters of protest, will now subside.

The sub-postmaster acts as a franchisee of the Post Office and carries out a wide range of duties, providing a restricted range of services compared with the main Crown offices to be found in the High Street. But as the onslaught against the closure plans showed, the public regard the sub office also as a focus for a small community even in large towns.

The office is usually tucked at the back of a newsagent's or

confectioner and as likely as not the sub-postmaster has been doing the job for many years. It was the longevity of their tenure which finally persuaded the Post Office to announce the closure programme rather than rely on the slow process of shutting offices on the retirement of the sub-postmaster.

The 1,100 closures, including 78 Crown offices, will take place over the next three years. Alan Clinton, the Post Office board member for counters, says: "I am not saying that we have not made mistakes, but I do believe we approached this problem sensibly and sensitively. It was a very necessary thing to do."

The principle on which the closures were drawn up was that sub-offices could close if they were less than one mile from the Crown office. There were exceptions, and some were upheld in appeals to the area head postmaster, largely based on the type of population and whether a busy main road had to be crossed to get to the main office.

Around 2,000 offices were identified as failing to meet the distance criteria but because of a commitment given to the trade unions that the Post Office would guarantee the future of 95 per cent of the counters network until 1987, the number actually affected fell by half that total.

All the 600 or so closures already achieved have been by



The electronic age: A more efficient service for the future

voluntary retirement by the sub-postmasters and the management does not intend to make any compulsory closures. A large proportion of the closures of Crown offices have fallen in London which also bore the brunt of the protest industrial action taken by counter staff last autumn that closed hundreds of offices on several holidays.

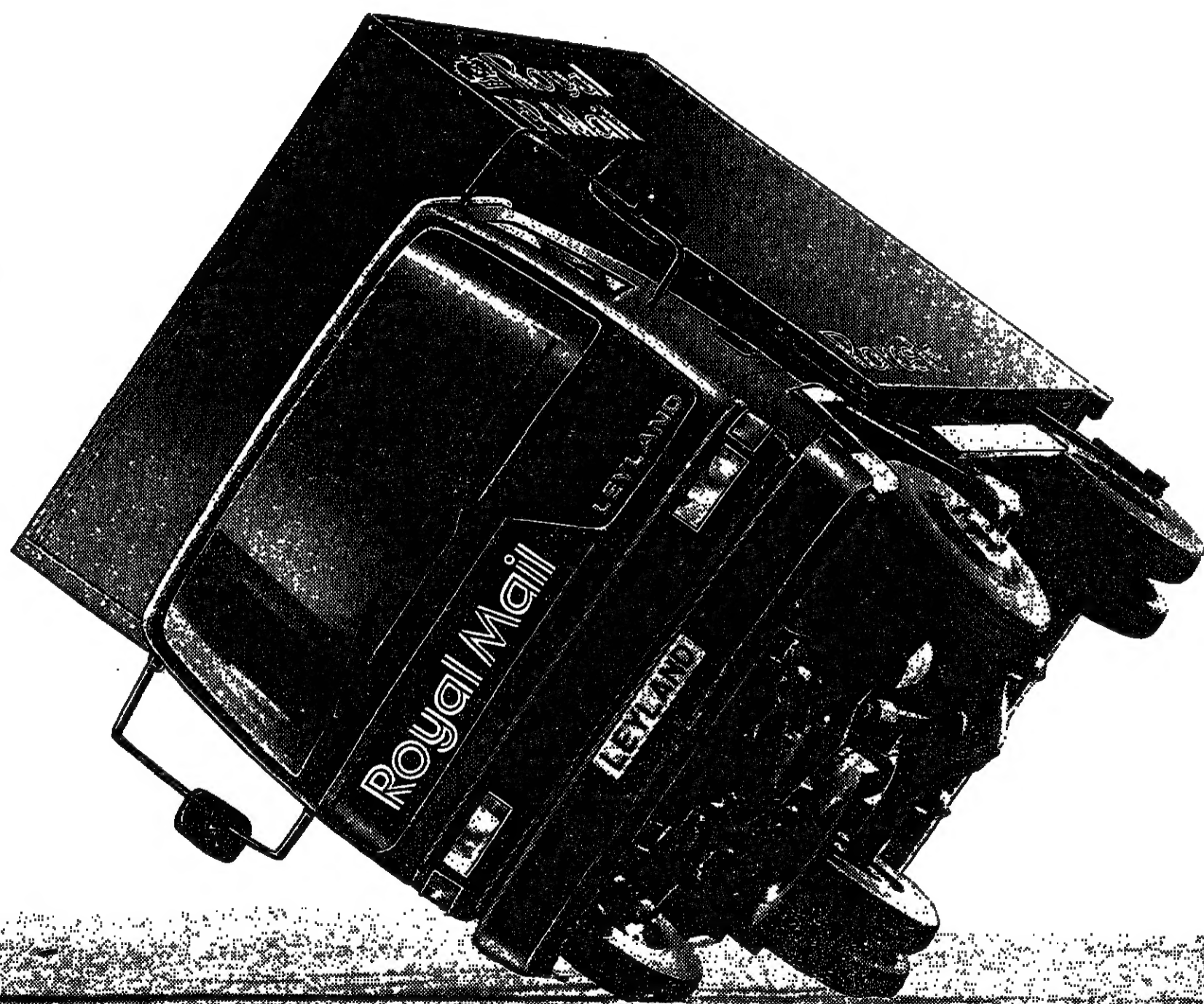
The Post Office in further talks with the union have now extended the guarantee on the size of the counters network by a further two years to 1989 as a trade off for union agreement not to mount official industrial action against the closures. The management has also guaranteed that there will be no compulsory redundancies caused by the closures.

Typically the sub-postmaster, who operates what is officially described as a scale payment sub office, is a person who can handle his customers' day to day requirements such as buying stamps, collecting pensions and allowances, cash unemployment gives as well as issuing licences for television.

But opponents of the Post Office's closure programme argue that the sub-postmaster's contribution to the community is greater because the shop becomes a meeting place to exchange views, grumbles and gossip. There are also arguments that if a sub-postmaster is forced by the corporation to retire early the associated shop business could founder.

DF

## Leyland Trucks



# Leyland Trucks' replacement for the good old postman's bike.

It isn't hard to see why the Post Office has already bought over 200 Roadrunners. Like the bike, our two-wheeler is manoeuvrable, economical, roomy, easy to master, has excellent visibility, a low loading height... in short, it's a first-class vehicle for making deliveries around town. It also has the lowest running costs of any 7.5 tonner\*, so buying it was certainly a wise investment decision. To find out more, contact John Cooper, Leyland Trucks Limited, Lancaster House, Leyland, Preston PR5 1SN. Tel: 0772 421400.

\* Source, Motor Transport, 8.5.84.

## Registered for first-class security

Traffic in registered letters has shown a slight increase, up to 16 million items in 1984-85 compared with 15.5 million the previous year. With a maximum compensation of only £18 if an ordinary inland letter is lost in the post, registered letters are the principal means of sending valuables in the post.

Registered letters travel by first-class post, but receive special security treatment throughout their journey. A fee of between £1.10 and £1.40 on top of the 17p stamp provides compensation of between £600 and £1,750 if the letter fails to arrive. Items can also be covered by an extra consequential loss insurance, which pays up to £10,000 if, for example, a deal was lost because the contract was lost in the post.

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## How the finest news service came to Britain

There was a time, it has to be said, when this newspaper and the Post Office were not on speaking terms. But there was profit in mistrust, for out of *The Times*' dissatisfaction with the postal services of the day was born the finest foreign news service enjoyed by any newspaper in the world during the 19th century.

The public appetite for "foreign intelligence", especially after the French Revolution, was voracious; the main means of satisfying it was through foreign journals, which English newspapers imported and used as the basis for their own news services. And for that they had to rely on the Post Office.

But the Post Office did not merely carry and deliver the foreign papers; translated them, summarized them and made excerpts from them which they passed on to the English Press. Thus the Post Office acted as a censor and a self-appointed news agency, which was bad enough, but the whole process caused infuriating delays. For this service, the Post Office charged the English papers at least 100 guineas a year each.

The system provided every opportunity for favouritism and corruption. *The Times* was favoured initially, but only until the Government appointed what today would be called a public relations man. Charles Stuart, the man appointed, described himself rather more accurately as a "press engineer", charged with massaging the news of the Napoleonic conflict.

He made sure that the preferential treatment to *The Times* was ended, which may have had something to do with the fact that his brother owned the rival *Morning Post*.

John Walter, proprietor of *The Times*, determined to free himself of the influence of the Post Office and of the government servants associated with

it. In 1792 he announced in the paper: "We have established a new correspondence both at Brussels and Paris, which we trust will furnish us with the most regular and early intelligence that can possibly be obtained." At the same time, he advertised for "a gentleman who is capable of translating the French language".

The system was very expensive, requiring the paper to hire its own couriers, coaches and pilot cutters across the Channel. It infuriated the Post Office "Guinea men" who earned their fees from translating the foreign papers. And there was many an instance of postal officials boarding cutters at the Channel ports to search for *Times* mail.

Walter, however, was one step ahead of them; he had his mail addressed to other friendly business houses in London which were sympathetic to his

first able to enjoy any kind of wide circulation in the provinces.

From the days of the earliest 17th century newspapers, the Post Office had been the only means of distributing them throughout the country. In the 18th century, bulk newspapers were delivered from the printers to six postal "Clerks of the road" who sorted and despatched them along the six arterial highways leading from London.

But they were carried by postboys on broken old nags and there were many losses from highway robbery. In 1786, a year after the founding of *The Times*, John Palmer was appointed Controller-General of the Post Office, and immediately set in train substantial improvements to the service.

He transferred the newspapers and the mails to fast mail coaches and saw to it that they were all properly armed. The coaches were punctual and robbery greatly diminished. It was not, it must be said, pure altruistic motivation on the part of Palmer. He saw that as the Post Office received a fat

revenue from the stamp duty on newspapers it clearly paid to help publishers increase their circulations.

The figures show how successful he was. In 1764 only 3,160 newspapers were sent through the post; by 1790, five years after the founding of *The Times*, the number had increased to 12,600.

The Post Office retained a virtual monopoly of newspaper distribution until the advent of the railways, which by the 1840s were offering to carry bulk newspapers for half a copy regardless of weight. By the 1860s there had also appeared on the scene a bookseller named W. H. Smith, who more than a century later is still doing what once was done by postboys on broken nags.

Alan Hamilton



Years apart: The letters that were once sorted by hand, left, now go through a machine at 16,000 an hour.

## The key code that delivers the goods

More than 60 per cent of the 10 billion letters and parcels handled each year by the Post Office will be sorted in highly mechanized offices by the end of the year, marking the latest milestone in the corporation's modernization programme.

For several years the move toward mechanized sorting offices was baulked by disagreements with the unions. But the final blockage was removed last month when the Union of Communication Workers accepted by a ballot vote, a wide-ranging business efficiency deal.

This gives agreement in principle to changes in working practice and co-operation with further use of new technology in mail handling. Corporation engineers have already developed the prototype of a machine which will sort letters at the rate of 35,000 an hour, compared with the 8,000-20,000 possible with current technology.

The technology is changing continually and with the growing use of the postcode, the use of sophisticated machinery becomes more important if the Post Office is to carry through its twin aims of holding down postal charges while increasing the reliability and quality of the letter service.

Bill Cockburn, the board member for Royal Mail oper-

ations, said: "Traditionally, methods of sorting letters are highly labour intensive. For every 17p stamp about 13p is spent on labour, including manual sorting. The savings from mechanization are already helping to keep prices down."

When the mechanization programme is completed those savings will amount to about 10 million man hours a year or £30 million. The £100 million investment in mechanization will see automated

sorting in 81 of the largest of the corporation's 450 sorting offices. The final 13 in the programme are due to come into operation by the end of the year.

Before mechanization there were 1,200 sorting offices where the mail was sorted manually. It had been estimated that seven pairs of hands processed each piece of mail while the role of the sorter in the large offices has become much more one of supervising the machines that do most of the work.

When a letter arrives in a sorting office it is first streamed so that it is facing the right way and of the correct size to be handled by coding machinery. It then passes to the coding desk where staff read the postcode and type blue phosphor dots on the envelope which the sorting machine can "read" to

ensure that it is despatched to the right part of the country.

Arrival in the small local sorting office will mean that final sorting into the individual postman's walk will probably be done by hand. But the latest machine in use, known as optical character recognition (OCR) can each hour handle 35,000 envelopes carrying printed addresses. It can "read" postcodes and is programmed to correct wrong codes before

### Mechanization is already helping to keep the cost of labour down

putting on to the envelope the phosphor dots for subsequent sorting.

The prototype OCR, manufactured in West Germany and modified by Post Office engineers, is in use at the Mount Pleasant sorting office in London. Up to 20 machines are planned to go into offices which carry large amounts of printed business mail regularly.

The next generation of sorting machine has now been developed by the corporation's research and development staff which increases the present 20,000 letters an hour maximum capacity to nearer 35,000. The prototype is working on tests and the Post Office hopes there will be export sales for the

machine, known as E40, in addition to it improving the quality and speed of the domestic service.

But while the machinery available and use of new systems is important to the Post Office's success, critical to the future of the mechanization programme was the business efficiency deal with the unions which cleared the way for the use of new technology in its various forms and approved

significant changes in working practices that had existed for decades.

The management decided to risk a confrontation with the Union of Communication Workers because it felt they could no longer put off changes in the pattern of overtime working to smooth out bottlenecks in mail handling, particularly on Friday evenings.

The result is an agreement that allows the corporation to introduce 20,000 part-time workers to sorting offices to even out the peaks and troughs in the flow of mail and to launch a new scheme of "contracted" overtime.

There has been a high level of overtime in the Post Office for many years as workers sought to increase their low basic pay. In return for changes in the working practices and the lifting

of the embargo on new technology, workers will receive £100 million of the consequential savings while the corporation takes £80 million. That will be paid to the staff in the form of weekly productivity bonuses from £8 to £14.

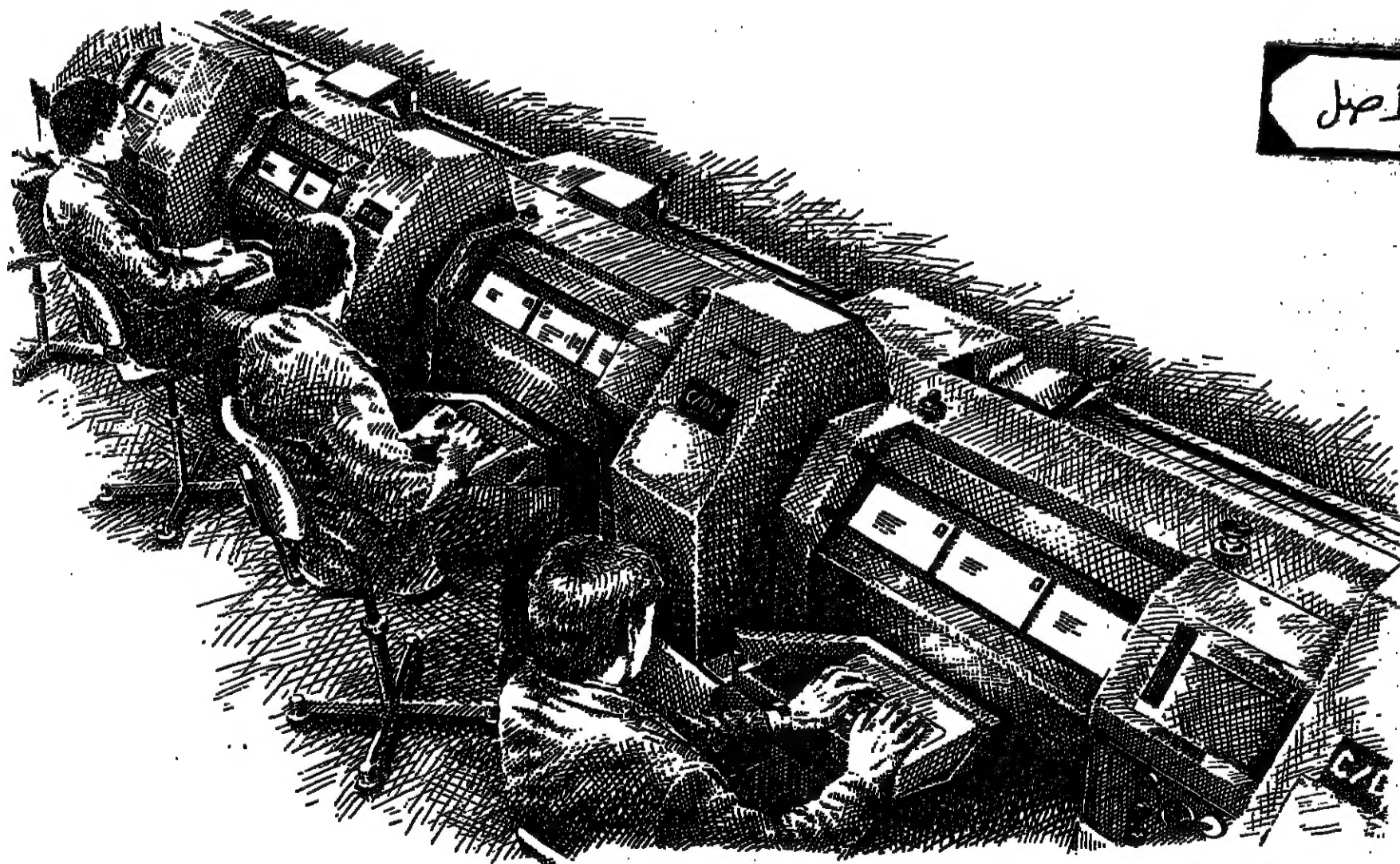
Much of the big investment programme would be wasted, however, if the public could not be persuaded to use the postcode.

The code - the corporation is spending £5 million on publicizing and offering special arrangements to businesses to encourage its use - is the most sophisticated in the world and is now being copied by other countries. Unlike the zip code in the United States, the British postcode can take a letter to the correct street.

It consists of two parts, outward and inward. The outward code, the first two letters and a number, makes up the area code and district number and is used to send the letter to the local office from where it will be delivered. The second and inward part of the code, made up of a sector and two letters, is used to sort the mail into the postman's walk.

Each postcode represents a street, part of a street or even a single address.

DF



Royal Mail sorting office coding desks.

## Over 10 million DRG envelopes pass this way every day.

DRG Envelopes is the largest envelope manufacturer in the UK with the largest range of stock envelopes, including such well-known brands as Croyde Script and Film Milla.

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You can see why the Royal Mail handles more envelopes from DRG than from anybody else.



FOCUS

ROYAL MAIL/9

# Britain trains the world, by popular demand

From Colombia to Qatar, New Zealand to Norway, the Post Office has found an overseas market for its expertise commensurate with its domestic achievements. Such are the prestige and authority conferred not only by history but also by the continuing accomplishment of moving almost 40 million letters and 600,000 parcels every working day - with daily delivery to more than 20 million addresses in Britain alone - that other postal administrations naturally turn to Britain for professional advice and practical help.

The British Postal Consultancy Service was therefore created in 1965 by, as it were, popular demand. Since then it has carried out about 70 projects in 35 countries.

Any potential "shopping list" drawn up by foreign clients would make interesting reading.

Britain can offer one of the world's most advanced postal coding systems, with a network of mechanized sorting offices using equipment and machinery flexible enough to meet increased volume for years to come.

A consultancy project begins with an inquiry from a foreign client, who is then visited by one or more consultants for an assessment of the current postal service. Recommendations are prepared in Britain and implemented on site by specialist staff. New equipment, if needed, is acquired under consultancy supervision through international tendering procedures.

The consultancy involvement continues in checking the equipment on arrival and helping to train staff in operation and maintenance. Financial help through aid or loan programmes is available; the consultancy is registered with all the main funding agencies.

The service is offered on a professional fee-earning basis, receiving no subsidy or grant from government or industry. Independence, loyalty to the client, and genuinely unbiased advice are thereby guaranteed.

Whether the object is to improve existing services or to plan and implement new ones, the approach is the same and the service is comprehensive, from consultancy stage to buying and installing the last piece of equipment or the



Moving mail by air, road and rail: Seventy per cent of all mail goes by train and 27,000 vehicles a day and 55 special flights each night in a nationwide network deliver 42 million letters and parcels every working day



smallest item in the office supply catalogue. Even if buying is the only objective, the Post Office, from its supplies depot at Swindon, regularly exports hundreds of thousands of pounds worth of goods through the consultancy, from drop-bag-sorting-frames to rubber bands.

The Post Office can buy competitively in bulk because of its own vast requirements. It can guarantee prices allowing for exchange rate fluctuations - and can supply quickly.

## The Post Office can guarantee prices

A recent export to the Caribbean was achieved in 12 weeks - including four weeks' transit time. Moreover, it is often faster and easier to buy British than to go to tender locally.

Where more sophisticated hardware is required the consultancy maintains close contacts with leading manufacturers. It constantly evaluates the performance of new systems and new technology and can advise on specific areas from Girobank service to accounting, training on individual study courses, forecasting of postal needs for up to 20 years, marketing of services, and security of mails. Recent projects include postal mechanization in Thailand

and Qatar, a new general post office in Barbados and initial study for a new parcel sorting centre in Auckland, New Zealand. The most ambitious project, the creation of a new postal complex, comprises 12 planning stages.

Initial feasibility studies focusing on traffic forecasts, population growth and economic trends, are translated into a schedule of requirements: accommodation and equipment. The office is planned and laid out and an architect's brief is prepared, as soon as the architect's design is completed, the mechanization specification is drawn up for inviting tenders.

The appointed supplier designs the system and construction and installation begin. The commissioning stage involves tests of equipment and building to ensure that specifications have been observed. The final stages involve defining and recruiting the necessary staff, training, and ensuring that maintenance schedules and spare part availability are adequate.

The British Postal Consultancy Service, Post Office Headquarters, 22/25 Finsbury Square, London EC2A 1PH. Telex 8887 46 (PO PHQ G), tel: 01-432 1372.

Tony Samstag

## Bulk order by rail

The railways have always been the prime mover of Britain's letters and parcels and, despite the ups and downs of the relationship between the Post Office and British Rail, more than half of all mail is still carried by rail.

Strikes on the railways in recent years have caused much heart searching by the Post Office and some traffic has been switched to road and air. But Bill Cockburn, board member for Royal Mail operations, said the Post Office will remain one of BR's best customers.

"We have a much more robust commercial relationship with BR these days," he said. "It is much less cosy than in the past; we have regular frank discussions at regional and board level."

The Post Office contract with BR allows up to 30 per cent of the mail delivered by train to be switched to other forms of transport without penalty to the Post Office, a flexibility the corporation would be loath to abandon.

Under the contract, the Post Office pays BR to run its fleet of sorting carriages and to operate them at times that fit in with postal schedules. These 41 travelling post offices (TPOs), including five exclusive mail trains, have a staff of 650 and comprise 95 sorting carriages and 49 storage vehicles.

They travel 5.4 million miles a year, a far cry from the covered horse box of 1838 which pioneered the TPO on the Grand Junction Railway between Birmingham and Liverpool.

Now, the dawn night services from London take letters posted in the South East and East Anglia in time for first delivery in other parts of England, Wales and, hopefully, Scotland. The equivalent up services are timed to connect with first delivery in London districts and other places. Cross-country TPOs link other major cities.

## The troubleshooters

The Post Office has recruited a 50-strong army of transport troubleshooters recently - network inspectors whose task is to weed out the gremlins that disrupt the distribution of the nation's mail.

The inspectors have been charged by Bill Cockburn, board member for Royal Mail Operations, with travelling on all the main Post Office transport arteries and reporting to him how the system can be improved.

The network inspectors represent just one idea in the Post Office's continuing efforts to refine its transport operations against a background of growing numbers of letters and parcels and of shifting patterns of demand of Post Office services.

"Reshaping of the transport system is a key part of our central aim to achieve greater reliability of delivery. We are determined to improve the quality of the postal service," Mr Cockburn said.

The Post Office's domestic network of interlinking road, rail and air services, finishing with the trusty footlogging postman, is complicated and vast. One small break in the chain can often make the difference between a first class letter arriving the next day or being delayed for several days.

"The system has been built up over many years", said Mr Cockburn. "It was designed initially by our grandfathers' grandfathers and we are now coming up against new and different pressures."

Now, by striving to make the systems more flexible and more responsive to sudden difficulties, Mr Cockburn's hopes for a better service and one that produces fewer irate customers.

Much of the operation, frustratingly, is beyond his immediate control. The Post Office spends £170 million a year on contract transport, with two thirds of all letters and half of the parcels conveyed by British Rail, air and ferry companies.

"Forty million items hit us every day, and increasingly we need to simplify the transport process and that means fewer links in the chain." Overall, however, Mr Cockburn is confident that Britain's distribution of mail can now match the best anywhere in the world.

"We have a tendency in this country to complain, but our Post Office performance and price compares extremely well with others. And we are among the few postal systems in the world to make a profit", he said.

ET

## First step on the road

All of the million of letters and packets that are dropped into the nation's post boxes each day begin their journey by road. The Post Office maintains a fleet of 28,000 vehicles, one of the largest in Britain, and spends £130 million a year buying vehicles, servicing them and buying fuel.

Much of the fleet comprises light vehicles from bicycles and models to the bright red delivery vans, because half of the 40 million items handled every day travels no further than the Post Office region in which it was posted - 30 per cent of all mail is for local delivery.

The 50 cu ft van is the most common of all Post Office

vehicles, with 12,000 in the fleet and a further 6,000, 150 cu ft vans. In total, Post Office vehicles cover 300 million miles a year and are maintained by a staff of more than 3,000 at 330 workshops. Under the Post Office's new efficiency deal about 30 per cent of these people could lose their jobs in a major cost cutting exercise over the next few years.

The constant review of Post Office transport systems has led to a series of trials of electric vans for local deliveries. Current estimates are that a major switch to electric could save £1.5 million a year on fuel. While the purchase price is higher than for a diesel van, electricity cost only 2p a mile to run against 6p a mile for the diesel.

Experiments with electric vehicles have been conducted by the Post Office since the turn of the century. But it is only since the recent technical advances such as the Lucas Chloride system that they have become practicable.

But the most likely new development now is the substitution of diesel for petrol powered vans. In February, the Post Office placed the UK's first major order for light diesel vans - a £9.6 million contract for 2,000 Ford Escort vans.

Overall, the Post Office reckons its smaller vehicles have a life span of six or seven years, rising to 10 years for the bigger trucks. They are then sold by auction.

ET

## Two million letters in the night air

The growth of Britain's internal air mail service has been phenomenal. In six years the operation has been built up from scratch to today's position where 2 million first class letters a day are carried by air.

An investment of £11 million a year is made in the air service which involves the hire of charter aircraft covering 10,000 miles every night. While the nation sleeps, one in eight of all top priority letters is being flown to its destination.

The growing use of air mail has been the result largely of contraction of rail services particularly to the more remote areas and of British Rail's reduction of late night services. Equally important is the fact that charter aircraft are much less likely to be disrupted by industrial action.

Air mail also allows the Post Office to deliver letters that previously would have been posted too late to meet transport deadlines and to meet the claims made for premium services such as Datapost.

About 25 aircraft are used every night and the distribution system is a hub-and-spoke network based on Speke Airport near Liverpool and East Midlands Airport near Derby.

The Speke operation handles about 1 million letters a night, ferried in by aircraft from 14 regional centres in Northern Ireland, Scotland, the North East, Wales and the South West.

At the East Midlands airport planes with mail from Scotland, East Anglia, the South East and South West arrive each night to

connect with trains at Derby railway station and van services to towns in the area.

Charter flights carry about 500,000 letters each night on the Edinburgh route and between Gatwick, Liverpool and Belfast.

The advent of greater competition in the movement of urgent letters and packages has forced the Post Office to expand its Datapost service into air carriage and to be less dependent upon the railways. Seven aircraft are now under charter to carry Datapost mail, with Luton as the base.

There is also a Luton-to-Rotterdam aircraft which interchanges with other services to provide next-day delivery to the Netherlands, Sweden, Belgium and France.

ET

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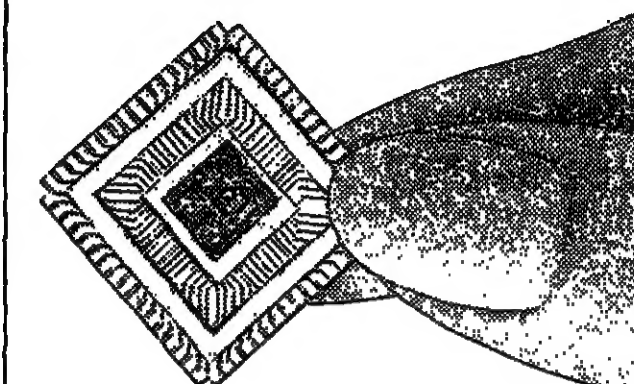
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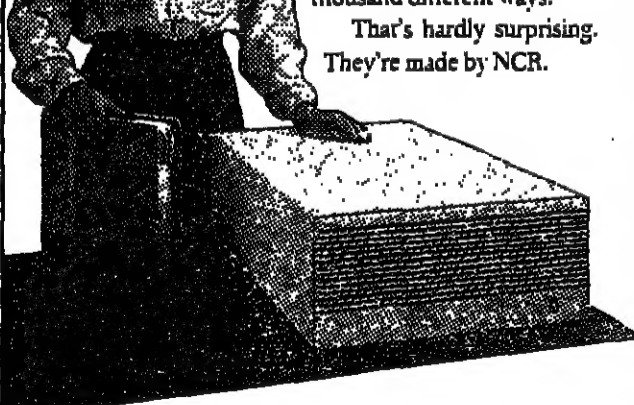
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# History of art on an envelope



Postage scheme through which all letters weighing up to 1/2 oz would cost only one penny for any destination within the British Isles.

This replaced the system which charged letters according to the number of sheets of paper on which they were written and the distance they had to travel.

In the absence of envelopes, letters were folded and sealed with wax so that postal clerks could count the number of pages from the edges and the distance could be calculated. Finally, it was customary for the addressee to pay the postage on delivery of the letter.

Mr Hill's scheme was based on pre-payment, thus dispensing with the cumbersome records needed to keep trace of individual letters until payment was made. The Treasury invited the public to submit ideas on how pre-payment might be easily ensured. More than 2,600 ideas and designs poured in.

None of them was completely satisfactory and, eventually, Rowland Hill and the printers, Perkins Bacon & Peich, adapted some of the ideas and came up with the world's first adhesive postage stamp, the beautifully engraved Penny Black. That was in 1840.

The monarch's head continued to dominate British stamp designs until the issue of the high value "Seahorses" stamps of 1913, the king's head being contained in an oval frame occupying about a quarter of the stamp.

The next break with tradition were the British Empire Exhibition (Wembley) stamps of 1924 when a boldly drawn lion dominated the design.

Stamp designers had an easy passage until the early 1960s when pictorial commemorative

issues began to appear more frequently, especially from 1964 when the guidelines governing reasons for issuing special stamps were broadened by the then Postmaster-General, Anthony Wedgwood Benn.

In addition to the royal and postal anniversaries and occasions and events of national or international importance - the latter if taking place within Great Britain, the 1948 Olympic Games for example - the new rules allowed for stamps reflecting the British contribution to world affairs, including the arts and sciences.

By 1966, the criteria had been further broadened to allow for issues "reflecting our national cultural and scientific heritage and achievements".

The outcome can be seen in the themes which recur among several non-commemorative pictorial issues. In the sphere of British architecture alone there have been stamps featuring our cathedrals, rural cottages from the four parts of the kingdom, English village churches of distinctive local styles of architecture and "heritage" buildings

such as St. George's Chapel at Windsor, the Royal Observatory at Greenwich, The Rows in Chester, Charlotte Square in Edinburgh and London's South Bank National Theatre.

There have been historic royal residences ranging from the Tower of London to Holyroodhouse, Caernarvon Castle and Hampton Court. These brush shoulders in the stamp album with examples of post-war architecture of university buildings in Aberystwyth, Southampton, Leicester and the University of Essex.

British natural history, fauna and flora, technological achievements, pioneer social reforms, etc, add variety and interest to a continuing output of British stamps. Folklore and legends have provided many charming stamp designs and on September 3 there will be an issue to mark the 500th anniversary of the printing *Le Morte D'Arthur*. Sir Thomas Malory's classic story of King Arthur and the knights of the round table.

A Stamp Advisory Committee

helps the Post Office to decide on its stamp issuing programme. Members include designers, an MP from either side of the House, two well-known philatelists, two women with wide public contacts, the Post Office's own design adviser and a representative of the printers to advise on technical matters.

The Post Office provides a chairman (from the marketing department) and a secretary. The Department of Trade and Industry (which speaks for the Post Office in Parliament) sends an observer.

The committee considers at least 200 suggestions every year for stamps to mark anniversaries and events of all kinds. Research by the Post Office provides some ideas and members of the public try to lobby for many good and less good causes.

From a short list of about 20 possible a final selection of seven issues is made each year and those generally include major events such as the Commonwealth Games, when held in Great Britain, and

important 50th, 100th or similar anniversaries. One issue is reserved for Christmas.

The subject selects itself but the interpretation gives designers their biggest headache in the attempt to be novel year after year.

Up to three artists/designers are invited to submit designs for each issue unless there is a known outstanding artist in a particular field, such as Patrick Oxenham, whose delightful wild life stamps of 1977 could not have been bettered. Planning for stamp issues of 1986 would have begun sometime in 1984.

When the committee has considered the various designs a choice is made and submitted to the Queen for her approval.

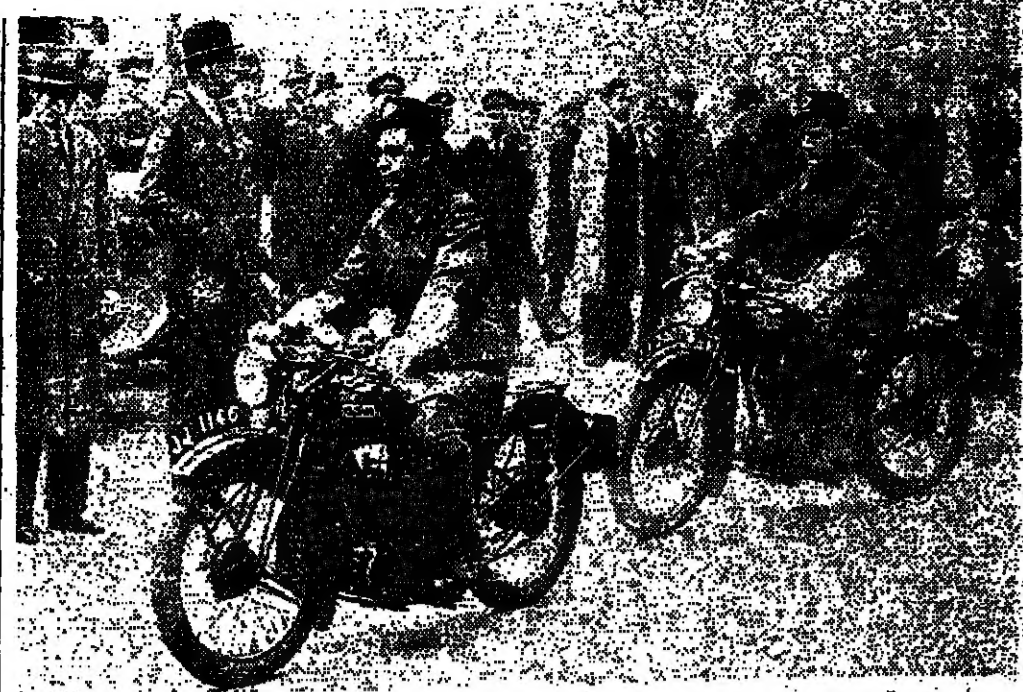
A carefully scheduled printing timetable is drawn up for the year and the finished stamps have to be distributed to more than 20,000 post offices in time to allow simultaneous release. It is a complicated process which allows little margin for mistake.

Commemorative and special stamps are not issued for fun. The production costs are considerable and the public only buys them for use as it would the everyday Queen's head stamps. It is stamp collectors who come to the rescue.

In 1964 the P.O. Philatelic Bureau was established to serve the stamp market, wholesale and retail - the latter by standing order for all new issues. The bureau now serves more than 250,000 regular customers worldwide.

Although small against the total P.O. turnover in stamps, the bureau's sales are a valuable source of revenue, especially as a large proportion of the stamps are never used for postal purposes but go straight into the collectors' albums in mint condition.

Kenneth F. Chapman  
Philatelic Correspondent



March 1933: Post Office messengers become mechanized for the first time

## The postman's knock

This year is the 350th anniversary of the public postal service. Historical milestones include:

1635: A postal service for the public is introduced by Charles I. Postage is calculated according to the number of sheets in a letter and the distance it is to be sent.

For example, a single sheet to be carried 80 miles - 2d. Postage to be paid by the person receiving a letter.

1660: Parliament establishes the General Post Office.

1784: First mail coach service - between London and Bristol via Bath.

1830: Post Office uses the new Manchester and Liverpool Railway for the first railborne mail in the world.

1840: Rowland Hill introduces his reforms. Rates are calculated on weight and the new nationwide minimum is a penny pre-payable by the sender, giving rise to the Penny Black stamp.

(Within the next 15 years, posting boxes are set up at roadsides to save the cost of running a letter receiving office, and householders are urged to provide slits in street doors to save letter carriers having to knock and wait reply.)

1870: Halfpenny postcards become a cheap alternative to letters.

1883: Parcel post is born. Before this people had to rely on private carriers.

1911: World's first scheduled airmail service. Planes carry special "Aerial Post" between Hendon and Windsor as part of the Coronation celebration of King George V.

1919: First regular international air mail service begun between London and Paris. The Post Office's own fleet of 48 engineering and postal vehicles takes to the road.

1929: First through airmail service to India begins from Croydon.

1934: Inauguration of a regular airmail service to Australia.

1942: Introduction of pre-stamped air letter.

1959: Postcodes - a help to machine sorting - are introduced in Norwich for public familiarization. The sorting machines are installed six years later.

1966: Coding of the UK begins at Croydon using an improved format Postcode evolved from the Norwich experiments.

1968: The "two tier" letter service is launched. The Prime Minister opens the National Giro - the Post Office's new banking service - with headquarters at Bootle, Lancashire.

1969: Change of status of the Post Office: ceases to be a Government department and becomes, instead, a nationalized industry.

1972: Datapost service introduced.

1974: Postcoding of all 22 million addresses in the UK completed with the reworking of "Norwich" using the new format.

1975: Metrisation of postal weights and measures completed.

1978: National Giro changes its name to National Girobank to reflect its wide range of banking services.

1980: Interpost is launched - the world's first public international facsimile service.

1981: The Post Office separated from British Telecom, communications with effect from October 1.

1981: Electronic Post launched.

1983: National Girobank becomes a clearing bank.

1985: National Girobank begins installing cash dispenser machines outside post offices.

1985: Scheduled completion of the programme of 80 mechanized letter offices at strategic centres throughout the country.

1985: The start of Datapost's Super Service which streamlines Post Office Courier services by computer.

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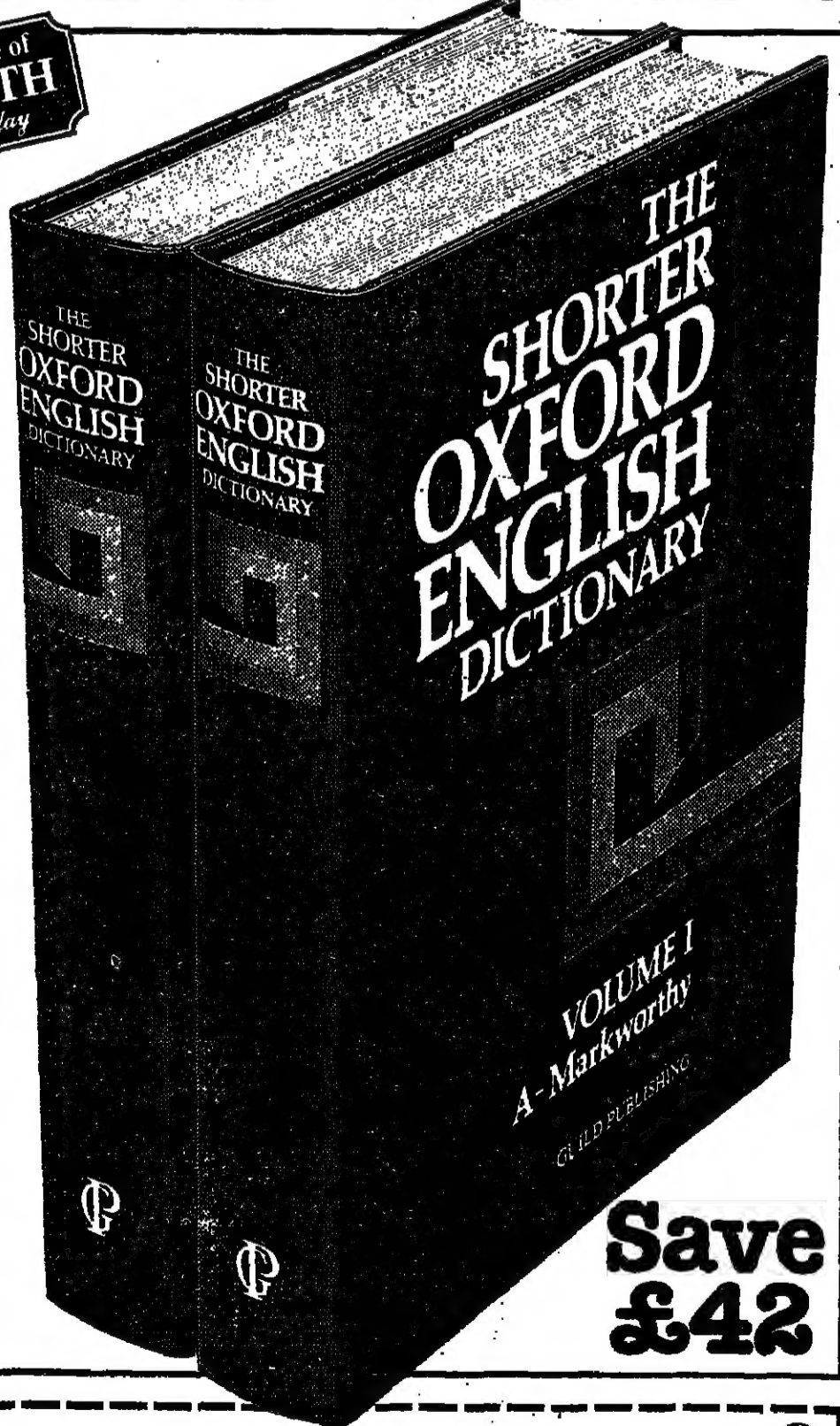
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